

The National Underwriter

A WEEKLY NEWSPAPER OF INSURANCE

THURSDAY, JULY 18, 1929

SENTINEL FIRE INSURANCE COMPANY SPRINGFIELD, MASSACHUSETTS

GEORGE G. BULKLEY, PRES. HARDING & LINTINE, MGRS., CHICAGO. GEORGE W. DORRIN, MGR., SAN FRANCISCO



FIRE — AUTOMOBILE — WINDSTORM — SPRINKLER LEAKAGE — MARINE



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Queen Agents from ocean to ocean
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Homes of America.

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SOUTHERN DEPARTMENT
S. Y. TUPPER, MANAGER
ATLANTA

PACIFIC COAST DEPARTMENT
H. R. BURKE, MANAGER
SAN FRANCISCO

USE AND OCCUPANCY — RIOT AND CIVIL COMMOTION — PERSONAL EFFECTS FLOATER

NOT AS OLD BUT AS STRONG AS



THE PYRAMIDS

January 1st, 1929.

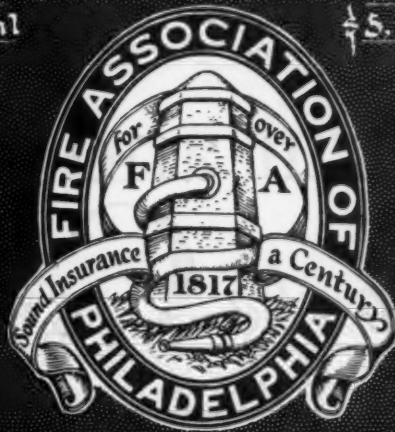
Admitted Assets \$31,318,410.⁰²
Capital

Net Surplus \$11,868,319.⁸⁹

Surplus to Policyholders \$7,968,319.⁸⁹
\$5,500,000.

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AFFILIATED COMPANIES

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Victory

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ALMOST EVERY KIND **INSURANCE** EXCEPTING LIFE



"I Sold the Old Farm and Moved to the City"

A middle aged business man speaking: "Wife and I had worked hard and had been fairly successful. We decided to sell the farm and take life easier. After we had turned everything into cash we had enough to buy a very good apartment

Use and Occupancy, Rent, Rental Value and Leasehold have outgrown the designation of "side lines." They are now "essential lines"—almost if not quite, equal in importance to property insurance. Any of our field men will be glad to discuss these lines with agents and brokers.

house in New York. We made our home in the place and our rents gave us a good income. We were sitting on top of the world until one fine morning the building burned. The fire insurance money paid for the rebuilding but for eight or nine months we didn't have a dollar of income."

**FIREMAN'S FUND
HOME FIRE AND MARINE
OCCIDENTAL**

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The National Underwriter

Thirty-Third Year No. 29

CHICAGO, CINCINNATI, NEW YORK AND SAN FRANCISCO, THURSDAY, JULY 18, 1929

\$4.00 Per Year, 20 Cents a Copy

New Jersey Suit to Be Appealed

O'Gorman & Young Will Take Commission Case to United States Supreme Court

EARLY DECISION SOUGHT

Possibility of Efforts to Secure Similar Laws in Other States Adds to Importance of Action

NEW YORK, July 17.—Interest in the New Jersey fire insurance situation, which has been keen for months past, has been intensified through the announced purpose of O'Gorman & Young of Newark to appeal to the United States Supreme Court from the decision of the New Jersey court of errors and appeals, which affirmed the decision of the Essex county circuit court in the action of the agency against the Hartford Fire and Phoenix Assurance. The basis of the appeal will be the alleged unconstitutionality of the uniform commission law of New Jersey, which was passed at the insistence of many of the local agents of the state and became effective March 29, 1928. It has since stirred up fire circles in the commonwealth and promises to do so for some time to come.

Precedent in Employment Agency Case

To aid Ralph Lum, who handled the case originally, the agency firm has retained as associate counsel W. Gordon Merritt of this city, who successfully handled the famous Ribnich case, which upon appeal to the United States court upheld the right of contract made by employment agencies in New Jersey. It is felt that the principles involved in the latter litigation are applicable to the contention in the insurance case. The O'Gorman & Young agency, as Newark representatives of the Hartford Fire and of Phoenix Assurance, among other companies, sued to recover for loss of profits that would have accrued had the companies not reduced commissions when the uniform commission law became operative in the state. The trial court decided against the plaintiffs, and the decision was affirmed without opinion by the superior tribunal.

All parties at interest are eager to get a decision from the United States Supreme Court, not alone as it may affect New Jersey, but other states as well, for it is an open secret that agents in certain states have considered submitting a bill similar to that of New Jersey in their respective commonwealths. In at least one important state they did so, although the measure failed of enactment.

What New Jersey Law Provides

Under the provisions of the New Jersey statute a fire company may adopt any commission scale it sees fit, but it must pay the same rate to all agents

Bankers See Bullish Trend

Optimistic of Unusual Business Activity in Last Half of Year Following Record Six Months—Predict Sustained Trade But Basic Factors Unchanged

BY CHESTER C. NASH

NEW YORK, July 17.—Bullish reports continue to emanate from the offices of forecasters on the general trend of business and finance, the chief bank reports of this month, distributed this week, showing a growing belief that the second half of the year will enjoy notable business activity, in keeping with the record half year just closed.

Most reports see no change in basic conditions and warn of difficult times in the offing, but present conditions seem to point to good sustained business for the coming few months.

Trust Company's Views

The Cleveland Trust Company in its business bulletin issued this week, says: "The second half of 1929 begins with business and industry exceptionally active and with business sentiment more than usually optimistic. There are several reasons for this prevailing optimism. First, and most important, is the fact that most lines of business, and particularly those relating to metal manufacturing, are still operating at high speed after concluding a half year in which probably more records of business and finance have been broken than in any previous half year since 1923.

"The second reason for the general feeling of confidence is that during June stock prices advanced so far as to cancel the serious decline of the previous month, and then continued to move up until nearly all the well recognized averages have made new high records.

"Advancing stock prices always result in cheerful business sentiment, and they have done so this time in marked degree. The outlook for the second half year seems favorable, and in no small degree this is the case because business sentiment is so generally cheerful that it seems able to carry trade, and industry, and even transportation forward at high levels of activity for some months yet to come by the very momentum of its optimism."

The National City Bank of New York,

in the state, regardless of whether they are located in large centers of population or in rural districts. It was this alleged inequality that stirred up the local men. Those in Newark, Jersey City and Camden maintained that the cost of conducting operations was far greater for them than was true of the so-called country agents, while the latter stood firm for equal treatment and gained their point. The strife between the two types of representatives was so bitter as to threaten the integrity of the New Jersey Association of Underwriters, when the matter was first threshed out, although the breach has since largely healed.

The commission scale of the Eastern Underwriters Association companies, issued as soon as the uniform law became operative, was promptly increased by

in its current report and forecast, says: "The record-breaking pace of American industry and trade has been maintained to the close of the first half year. Although a seasonable recession is looked for in the summer, it is coming later than usual this year and confidence as to a satisfactory autumn trade is becoming more pronounced.

"New high production records for a host of major industries are indicated by the final and preliminary statistics now available covering the first six months. Numerous other general factors in the business situation contribute to confidence for the remaining months of 1929.

Hope for Farmers

"The marked recovery of agricultural prices from the extreme low points and the prospects for good crops now indicate that decrease in farm purchasing power will be nowhere so serious as was feared a short while ago."

The Bank of America this week says: "The continuance of a high rate of industrial activity, improvement in prices of principal agricultural products and a material reduction in credit strain were the outstanding developments during June. All these factors have combined to give a brighter aspect to the general economic situation than was noticeable at the end of May. There has, however, ever, been no fundamental change in conditions."

"Annalist" Notes Activity

The current issue of "The Annalist" says: "Sustained activity, in defiance of the usual seasonal drawbacks, is still the rule in most basic industries, especially in steel. The position of the cotton textile industry, however, remains unfavorable and this seems to constitute one of the most reliable indications of the approach of the inevitable recession in general business activity which is bound to come as soon as the current wave of steel buying has spent itself."

many of the non-affiliated institutions represented in the state, with the result that the organization offices were forced to see much of their choice business, which they had been years in building up, swept from their books into the maws of their free lance competitors. To counter this condition the association companies a short time ago revised their scale, increasing it on the average about 3 percent. This move in turn was followed by several important non-affiliated offices, which also advanced their scale, hoping thereby to offset the condition of the organization companies that separation must be adopted, or representation of the companies given up.

As Oct. 1 is the date upon which separation becomes effective, local agents are still mulling over the matter

(CONTINUED ON PAGE 35)

Aviation Future Looks Doubtful

Newcomers' Rate-Cutting and Careless Underwriting Makes Situation Precarious

GERMANY'S CASE CITED

Older and Conservative Underwriters Cannot Compete With Low Premiums on Sound Basis

NEW YORK, July 17.—Not a little apprehension is felt among aviation underwriters as to the future of their business which is at present going through a critical period of competitive development. Rate-cutting and careless underwriting is said by several underwriters to be in vogue today, with possibly dangerous consequences to all in the business, if not to the very foundation of aviation insurance. This is not a new situation, but it is aggravated today by the force of so many pools and individual underwriters having entered the field. Instances of rate-cutting and rate shopping are repeatedly reported throughout the country and the stability of the business at times seems endangered. Not only are head office underwriters involved in the situation, but brokers and agents are called to task for their part in the present race for premiums, the latter, in fact, being given the major part of the responsibility for the present sharp competition in rates and forms.

May Be Forced from Field

The chief danger in the situation which has developed today is the possibility that aviation insurance might be forced from the field, if some curb is not found. That was the case in the aviation experiment of a decade ago, the disastrous underwriting and rate-cutting then forcing all companies temporarily from the field. The same story has been written into the records of the business more recently in Europe, Germany only last year seeing almost an extinction of aviation insurance, it being saved only by a nation-wide reorganization. That is the inevitable result if rates are cut below a safety margin by competition, for the risk is so great in this line that a wide margin of underwriting is essential. Without it, based on some such term as a 10 year average, individual underwriters cannot remain in the field.

Situation Called Critical

That the situation today is critical is readily admitted by several of the keenest underwriters in the business, not only in the eastern territory, but throughout the country. Some of the newcomers in the field are seeking business apparently at any cost and are quoting prices that those of longer experience believe wholly inadequate. It is not probable that newcomers should

(CONTINUED ON PAGE 35)

See Challenge to Local Agent

Changed Business Methods Discussed at Bretton Woods Meeting

BENNETT IS INSPIRATION

Agents in New England Associations Are Concerned, but Optimistic, Over Trend of Times

BY W. W. DARROW

Marked change in insurance business methods acting as a challenge to the local agent and the American agency system was the dominant note which rang through the convention of the New England Association of Insurance Agents at Bretton Woods, N. H., last week.

Encamped in the shadow of Mount Washington, the insurance minute men of New England, 600 strong, wrestled with problems which confront them. Although they were considerably concerned over the evident trend of the times toward giant company mergers, the effects that great financial powers may produce and the mushrooming of many new companies into the business, yet there was apparent a most optimistic note which forboded only good to the agent who is thoroughly qualified properly and efficiently to transact the insurance affairs of his clients.

Combine Work and Play

An interesting thing about this convention was that work and play are so blended in altogether pleasant and profitable combination. When the delegates return to their offices and homes they have enjoyed a week's vacation, and at the same time have assimilated a knowledge that has eased their every day problems and given them a keener insight into their business.

Chairman James W. Cook of Providence presented his annual report at the opening of the Wednesday morning session. Secretary-Treasurer Warren S. Shaw followed with his reports and then the convention came to its feet to give a rousing reception to R. P. DeVan, popular and efficient president of the National Association of Insurance Agents. Mr. DeVan's presentation of "Trends of the Times" evidenced a keen insight into the changing moods of the insurance business and in an analytical style he took up the various phases of present day methods of operation.

Future for Live Agents

President DeVan looks for only good, sound progress for those agents and associations who are willing to meet the changing tide with a sincere desire thoroughly to understand their business and capably to serve their clients.

A feature of Tuesday's program was the address of Howard P. Dunham, president of the insurance commissioners convention and commissioner of Connecticut, who took the agents on a voyage through "Insurance at Home and Abroad."

Commissioner Dunham was followed by the eminent and jovial president of the Association of Casualty & Surety Executives, A. Duncan Reid, whose pleasant and highly educational "Reminiscences of a Quarter of a Century in the Casualty Insurance Business" marked the trails of pioneering days and blazed the way for casualty opportunities of the future. He defined prerequisites for the successful casualty

Improved Construction Results in Lower Rates

The improved construction of the average building erected during the past few years has resulted in property owners and tenants enjoying savings of millions of dollars in fire insurance premiums, according to C. W. Pierce, vice-president of the Fidelity-Phenix Fire, in charge of its engineering division.

"There are, of course," said Mr. Pierce, "other influences tending to reduce fire insurance rates, such as improved fire department protection, increased sprinkler installations and fire prevention education, but construction is the most important factor."

"Thousands of more or less antiquated buildings of different types in all sections have in recent years been supplanted by new, slow burning and fire resisting structures. The results have been clearly reflected in the average fire insurance rate, construction being the first consideration in figuring the basis charge made by the companies for fire insurance protection.

Average Premium Decreased

"In 1914, the average fire insurance premium charged by the leading stock fire underwriters was \$1.03 a hundred dollars of coverage, while in 1928 it had declined to 83.4 cents. This decrease, which occurred in the face of substantial advances in the prices of virtually all other business necessities, may not appear to be a material change, upon superficial examination, but when it is applied to the billions of dollars worth of buildings and contents covered by fire insurance, the effect is seen to be enormous. On the amount of gross insurance written by 234 leading companies last year, for instance, the difference in the premium rate meant a decrease of about \$283,000,000 in income as compared with what these underwriters would have reported under the

Trend Away from Frame Building

"There is a definite trend away from the frame building toward the more fire-resistant classes, which are naturally entitled to lower premium charges. On every hand there are to be found cases where carefully built structures of protected steel and cement are taking the places of a number of obsolete fire traps which represented lower values but higher premiums.

"Not long ago in New York an instance of this kind took place, that illustrated graphically how better construction has lowered the average fire insurance premium. A group of old business buildings worth about \$160,000 were torn down and in their stead there now stands a single building valued at \$350,000. The new property, however, pays only \$203 for three years of fire insurance protection, whereas the old ones jointly contributed \$1,024 for \$190,000 less value at risk."

agent of today as based upon experiences of the past.

On Thursday morning the convention heard Albert Dodge, president of the New York State Association of Local Agents, tell of the launching and successful development of the state association's installment finance plan. Mr. Dodge disclosed that it had not only paid its operating costs but returned a dividend to agent members which was practically equivalent to a 6 percent increase in commissions on the business handled through the finance company.

There is only one Walter Bennett in the hearts of association members and his introduction to the convention was the signal for a considerable ovation. In his usual vigorous manner he went immediately to the basic problems which confront association members and while dwelling optimistically on the future at

the same time he stressed the need for a better educated producing force.

Bennett Makes a Point

He said that if all New England insurance agents could be present at such conventions they could go out with a broader understanding of their business and handle it in a more intelligent manner. He recalled in this connection that New England was a section noted for its great educational advantages.

The anchor man of the program was the Rev. Alexander H. Abbott, pastor of the United Congregational church of Norwich, Conn., whose address on "The Outsider Looking In," was truly inspirational. He said he knew nothing of the technicalities of the insurance business but from his observations at the meeting he concluded that the prob-

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Day's Gauntlet Tossed in Ring

Standard Officer Displays Long Memory in New Jersey Commission Squabble

GIVES HUMOROUS ANGLE

Circular Letter to Agents Recalls Stand of Some Companies in Union-Bureau Hiatus

An element of humor has been injected into the New Jersey situation which has arisen over the uniform commission law, through a circular letter issued by George Z. Day, vice-president and secretary of the Standard of New York, addressed to all the company's agents in New Jersey.

On the heels of news that O'Gorman & Young, Newark agency, would take an appeal to the United States Supreme Court from decision of the state court of errors affirming a decision against the agency in its suit to recover for loss of profits that would have accrued if companies had not reduced commission, Vice-President Day recalled that several companies involved in the "attempt to tell the New Jersey agents what companies they may represent" a few years ago were Western Insurance Bureau companies committed in the Union-Bureau conflict to liberty and equality for all.

His Company Not Mentioned

"Our attention has been called to a letter of a fire insurance company sent to its New Jersey representatives over the signature of an officer, stating that a continuance of the agency is contingent on the agent limiting the companies in his office to those acceptable to the signer of the circular noted," Mr. Day wrote. "A printed list of the 'acceptable' companies was enclosed with the letter, and it is to be noted that the name of the Standard Insurance Company of New York does not appear among those companies that you are privileged to represent.

"Our understanding is that similar letters have gone out from many other companies. Undoubtedly some agents, by force of circumstances, will be obliged to accede to the conditions imposed.

Some Agents Are Independent

"On the other hand, there are hundreds of agents more fortunately placed who will feel that they have the inherent right to elect what companies they wish to represent, and will decline to break off connections that have proven entirely satisfactory.

"To those agents who may have some concern regarding carrying facilities, in the event of the retirement of any of their companies, we would suggest correspondence with this office, as we are quite confident we can arrange matters so that there will be no embarrassment along the lines indicated.

Refers to Union-Bureau

"It might not be out of place to remind you that only a few years ago there was quite a conflict in the middle western states between what are known as Western Union companies and the Bureau companies over the issue of separation. Full-page advertisements appeared in the insurance papers of the day, signed by all of the Bureau companies.

"Curiously, many of the companies who signed the advertisement referred

(CONTINUED ON PAGE 17)

CONDENSED NEWS OF WEEK

New Jersey commission suit will be appealed to the United States Supreme Court. **Page 3**

New England agents see challenge to field men in trend toward mushrooming of new companies and giant mergers. **Page 4**

Gen. Frank Dickson addresses Ohio field men on legislation. **Page 6**

Interesting exchange of views in open forums at Bretton Woods meeting of New England agents. **Page 5**

Ralph Rawlings of the Old Colony and Boston enters a general denial that he is to become president of the Monarch Fire & Marine at Cleveland. **Page 5**

Charles E. Affeld, Sr., of Chicago is the sole survivor of the group of Western Union members who started the organization in 1879. **Page 13**

Phoenix Indemnity makes special drive to cultivate accident and health business. Offers new coverages. **Page 37**

George Edgar Turner, general counsel of the Casualty Information Clearing House, has been chosen Chicago arbi-

trator by the conferences on surety business and casualty insurance. **Page 38**

Court issues order for collection of assessments against Missouri policyholders of Federal Automobile. **Page 39**

United States Inter-Insurance Association of Seattle suspends business and levies 100 percent assessment to clear up deficit. **Page 39**

Robert S. King, manager of the Federal Surety of Detroit, has been made superintendent of agents at the home office. **Page 39**

Metropolitan Casualty moves its home office to Newark, N. J. **Page 38**

At a conference of the Detroit Accident Managers Club with representatives of the Detroit Medical Association, the physicians presented a demand for payment for filling out claim papers. **Page 37**

Casualty executives are pondering in their minds the advisability of putting in a separation rule. **Page 37**

Committees are named for the casualty convention at White Sulphur Springs next fall. **Page 38**

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Many Presidents Attend Meeting

Companies and Associations Heavily Represented at Bretton Woods Gathering

VARNEY MADE CHAIRMAN

Unusually Pleasant and Profitable Convention Held by New England Associations

The convention of the New England Associations of Insurance Agents at Bretton Woods, N. H., last week, was a turnout not only of local agents but also of company officials and other dignitaries.

President Frank W. Sargeant of the New Hampshire Fire was present, along with A. Duncan Reid, president of the Globe Indemnity of New York. President Harry Worthly of the New England Fire Insurance Exchange and Ralph Sweetland, secretary; Olie Cook, general agent of the Fire Association; John Hastie, state agent of the Home; Richard H. Thompson, vice-president of the Maryland Casualty; M. B. Hicks, advertising manager of the Home, and many lesser officials.

Meeting of Presidents

Held in the shadow of the Presidential range of the White Mountains, it was truly a "presidential" convention. There were six presidents on the program, several presidents in attendance as well as the six New England associations' presidents. As if this were not enough, Governor Charles W. Tobey of New Hampshire attended and welcomed the visitors, and Commissioners Robert C. Clark of Vermont, John E. Sullivan of New Hampshire and Howard P. Dunham of Connecticut also were present.

One of the high points of the meeting was the get-together dinner Tuesday night, presided over by James W. Cook, chairman of the New England Advisory Board, and at which a surprise party was tendered R. P. DeVan, president of the National Association of Insurance Agents. E. J. Cole, acting as a businesslike conjurer, produced a handsome gladstone bag and presented it to Mr. DeVan, gift from New Hampshire on his first trip into the rugged mountains of the "Giant State."

Dignitaries Present

Among those seated at the speakers' table were U. S. Senator George H. Moses from New Hampshire; Mr. DeVan, the three commissioners and Governor Tobey, George F. T. Trask, president of the New Hampshire association, and Albert Dodge, president of the New York State association; Walter H. Bennett, secretary-counsel of the National association, and Mr. Reid.

The New England associations were represented in force. Presidents and other officers in attendance were:

New England Notables

Maine—President Frank A. Peabody, C. Waldo Lovejoy and Ivan E. Lang; New Hampshire—President George F. T. Trask, J. Frank DeMeritt, Charles W. Varney; Vermont—President A. C. Mason, Miss Mary Louise Milo, Harry M. Willis; Massachusetts—President H. Ward Bates, Fred A. Norton, Norman C. Brainerd; Rhode Island—Charles B. Mackinney, George I. Parker, Frank W. Brodie, Mrs. C. W. Rice.

One of the items of business disposed of was nomination of Charles W. Varney of Rochester, N. H., as candidate

Not a Monarch



RALPH RAWLINGS

Ralph Rawlings of Rawlings & Hewett, western managers of the Boston and Old Colony, was in a mad whirl of publicity last week, it having been announced that he was to become president of the new Monarch Fire & Marine of Cleveland that is in process of organization. It seems that a representative of Otis & Co., the investment house of Cleveland, had had three conversations with Mr. Rawlings on the subject, the talks centering largely on the possibilities of a new company at Cleveland. However, no deal had been closed and from all indications any such connection was a long ways off. At any rate the Cleveland "News," Sunday week, on its front page published a story seemingly authenticated and announced that Mr. Rawlings would be the president and that it would take over the Columbian National Fire. It seems that both announcements were without any authority.

According to the best information the news leaked out through a bank, to the financial editor of the Cleveland paper. The bank evidently thought the news was authoritative. The New York "Journal of Commerce" the Wednesday following printed the news which gave it an official aspect. Then the news was telegraphed out of New York to THE NATIONAL UNDERWRITER and other papers just before going to press and they had no time to get in touch with Mr. Rawlings.

Mr. Rawlings, therefore, is considerably embarrassed over the publicity and states that he has made no change and is on the old job as usual.

Will Also Be Chairman

After his confirmation, following precedent, he will be elected chairman of the advisory board. Mr. Varney was considered excellent timber for the posts, as he has been active in organization affairs in both state and national associations.

Golf, mountain climbing and social events were engrossing diversions at the meeting. Many of the conventioners took the trip up Mount Washington, second highest peak east of the Rockies, in a cogwheel railway.

Wednesday afternoon was a sacrifice to the gods of sport, who for this special occasion were A. C. Sanderson, Donald G. North and J. F. DeMeritt. More than 100 entered the golf tournament. J. E. Healey of Boston turned in low score of 76, winning a traveling

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Informal Views Are Given at Bretton Woods Forum

BY W. W. DARROW

At both sessions of the Bretton Woods meeting of the New England Association of Insurance Agents, a question forum was interspersed between scheduled addresses.

On Wednesday James L. Case of Norwich, Conn., honorary member of the advisory board and former president of the National Association of Insurance Agents, conducted the forum.

The first question submitted for discussion was "Do You Believe That a Committee to Consider the Interests of the Local Agents in Eastern Underwriters Association Territory Should Be Formed?"

Cole Gives His Views

E. J. Cole of Fall River gave as his opinion that there is drastic need of a place in which the constantly arising situations in the insurance business can be discussed. He said that the advisory board feels that the time has come when such a place of contact should be determined.

Ivan E. Lang of Waterville, Me., held that the problems of the business must be discussed by representatives of agents and the Eastern Underwriters Association. This is the only feasible way of amicably solving these problems, he said. Further discussion followed, showing a strong sentiment in favor of the proposal. As a conclusion to the question a resolution was adopted reading as follows:

Adopt Resolution

"It is the sense of this convention that a committee be formed consisting of the president and secretary of each state association, or two key members thereof, all in Eastern Underwriters Association territory, for the purpose of considering and studying matters affecting the interests of local agents in E. U. A. territory and that this resolution be referred to the New England Advisory Board with power to act."

Another question presented to the forum was, "Is it desirable to establish a \$5 minimum premium on fire insurance policies?"

Frank W. Brodie, president of the Connecticut association said the question had been inspired by the New Haven board, which favored raising the minimum premium from \$2 to \$5.

Rule in Other Lines

He called attention to the fact that this minimum premium is now in effect in casualty, automobile and bonding and it seems desirable to establish the same for fire. E. D. Butler of Middletown, Conn., inquired if the proposed change contemplated a minimum for transfers and endorsements. In reply it was stated that no such inclusions were contemplated. It was felt that such an increase in the minimum should be based on the premise that it was warranted because of the service rendered and expense involved.

Thomas Killbatt of Lynn, Mass., suggested a \$3 minimum. At the suggestion of Chester Newcomb of Providence the question was referred to the advisory board for further consideration and conference with other state associations.

Question Bank Control

A question which aroused considerable interest and comment was, "Do You Believe the Growing Control of Insurance Companies by Banking Interests Constitutes a Real Menace to the American Agency System?"

Members took extreme opinions, some believing that such control was a big boost to the insurance business because of outside interests and recognition, while others felt that such power constituted a menace to the agent.

Limited time prevented further dis-

cussion but it was interesting to note that a poll of hands disclosed that fifty-eight percent of the agents in the room were owners of insurance company stock. It was suggested that agents would do well to follow the developments in this situation very closely.

Discuss Merit Rating

In the Thursday forum conducted by E. J. Cole, honorary member of the advisory board, the merit rating plan for automobile liability aroused keen interest. Ivan E. Lang of Waterville could see no practical advantage in it. He said as it worked out it amounted to a 10 percent reduction in rates.

Joseph E. Brown, former commissioner, felt that a good experience on the part of the owner should entitle him to a differential in the rate but unfortunately many drivers not at fault were involved in accidents and thereby lost the privilege of merit rating.

Chester Newcomb of Providence called attention to the fact that the merit rating plan offered the stock company agent an opportunity to meet mutual competition.

Bates Strongly Opposed

A. Ward Bates of Worcester was decided in his statement that the moral hazard in automobile liability can not be rated and that an undertaking to establish merit rating would soon encourage perjury and bad practices. He said it would be better for the companies to grant a straight 10 percent rate reduction and avoid the evils which might arise under the merit plan.

James L. Case said that in Connecticut the classification was done by the state on the basis of a 12-months' record and on these classifications the drivers are rated. The companies have agreed to this arrangement.

Bennett Makes Answer

The question, "How Can We Successfully Compete with Blanket Chain Store Business Which Is Taking so Large a Volume of Income from the Local Agent?" was answered by Secretary Walter Bennett in a 10-minute talk on the Interstate Underwriters Board. He said the companies in this board were just as much interested as the local agent in making an effort to reclaim such business.

The Interstate Underwriters Board was championed by Commissioner Livingston of Michigan and had the endorsement of the Insurance Commissioners' Convention.

Purposes of Board

It provides an organization to establish an average rate for chain stores and other properties where the business maintains five or more locations. It provides agents with uniform forms which are the same forms as are in use by the large broker. This gives the agent an equal opportunity for presenting the same propositions to the owner, so that it is up to the agent whether he gets the business or not, Mr. Bennett said.

This organization is not a pool. The writing is done by individual companies. All companies members of any organization are members of the Interstate Underwriters Board.

The question forum, by the very informality of its handling contributed a large measure of success and liveliness to the sessions.

Jersey City Losses

Fire losses in Jersey City the first half of 1929, according to the tabulation of the fire department, aggregated \$92,850, as against \$191,950 in the same period of last year.

New Scheme to Combat Motor Club Competition

FORM SERVICE CORPORATION

Affeld-Heise Agency of Chicago Has Launched Concern to Serve Motorists in Time of Need

A new plan to combat automobile club insurance competition has been launched by the Affeld-Heise agency of Chicago. It has incorporated the Bonded Motorists Service, which it will run without profit, and will offer service free to all its members. The service is about the same as that offered by the Chicago Motor Club, except the Bonded Motorists Service is more liberal in its towing arrangements.

The service is offered at \$15 a year, of which agents are given a commission of 20 per cent. Members purchasing fire and theft insurance on their cars will have it placed in a conference company at conference rates. The Bonded Motorists Service at the end of the year will return a dividend of 20 percent of the amount of the premium.

Discount on Gas

A discount coupon valued at \$30 is given each member, and he can secure a 1-cent a gallon gasoline discount at over 100 gas stations located in all parts of Chicago. A saving of from 10 to 20 percent on tires and accessories and washing is also offered members through special arrangements.

Mechanical first aid, towing and mechanical inspection and service, and touring information, are also provided members of the Bonded Motorists Service. The service will also investigate accidents, defend actions against members, and collect claims for damages to its members' automobiles. A \$100 arrest bond is also given members.

Dwight Smith Badly Hurt

Dwight Smith, head of the Smith-Stone-Snyder Agency of Wichita and former president of both the Wichita Insurers and the Kansas Association of Insurance Agents, has been confined to his home for the past two weeks from a fractured leg and bruises received when the roof of a building under construction partially collapsed while he was on the lower floors discussing insurance coverage with the contractor. Three workmen were also injured but all will recover. Mr. Smith hopes to return to his desk in another week. During his confinement Mr. Smith has used his telephone to good advantage in soliciting renewals and new business. He carried considerable accident insurance, including one policy which pays double indemnity for collapse of building.

Many Indianapolis Losses

Several thousand small losses resulting from the recent wind storm which swept through Indianapolis are taking much of the time of the Underwriters Adjusting and the Western Adjustment. Very few of the losses ran over \$100, according to the adjusters, but nearly every company writing in the territory was affected.

The Underwriters Adjusting sent several experienced adjusters with stenographers who augmented the facilities in the Indianapolis branch office and these are still pounding away at the 1,500 losses which this adjusting firm alone is handling. The Western Adjustment also is handling approximately 1,500 losses arising from the storm, most of them within the metropolitan area of Indianapolis.

Col. Sam F. Woollard, veteran state agent of the American Central with headquarters in Wichita, is spending several weeks in Colorado and the mountain field.

Spike Report of Plan to Buy Royal and Liverpool

OFFICIAL DENIALS ARE ISSUED

Officials of Companies and of Banking House Mentioned Say No Basis Exists for Story

NEW YORK, July 17.—Responsible officials of the Royal, as well as a member of the prominent banking house of Dillon, Read & Co. of this city, denied to THE NATIONAL UNDERWRITER that any basis in fact exists for the sensational story appearing in a Newark, N. J., paper last Sunday.

Under large headlines the paper in question asserted that Dillon, Read & Co. were forming a group of American investors to purchase the Royal and the Liverpool & London & Globe, together with their numerous subsidiaries, fire, marine and casualty. How the story originated no one appears to know, the newspaper merely stating that it came from a New York City financial correspondent.

Almost Impossible Feat

The Royal controls the largest insurance writing combination in the world. It has 5,000,000 shares of stock outstanding, the large percentage being held in blocks ranging from five to ten shares each, so that the securing of control would be an almost impossible task and would require a financial outlay such as few, even among the leading

Overvaluing Property Lost Means Tax Boost

Ray R. Gill, Ohio state fire marshal, is using a new method to punish persons who would swindle fire insurance companies as to their losses. When a person presents a fire insurance claim which appears to be a bit shady, Mr. Gill asks him what the value of his stock was. If the value placed by the loser does not correspond with that on which he has been paying taxes, the county tax officials are notified. The result is that the man is compelled to pay back taxes with a penalty of 50 percent attached. Several instances of this kind have been reported by the fire marshal. In one case a merchant declared that his stock was worth \$15,000, whereas it had been listed at only \$1,500 for taxes.

bankers, would care to raise. The aggregate premium income of the affiliated enterprises in the United States last year was approximately \$89,000,000.

The Royal entered this country in 1851 and the Liverpool & London & Globe three years earlier. Each paid heavily in the Chicago conflagration of 1871, and in the subsequent conflagrations at Baltimore, San Francisco and elsewhere, thereby earning a reputation among agents and policyholders of the highest type. Their subsidiary enterprises have well maintained the traditions of the parent offices.

CHANGES IN THE FIELD

BETHEL IS MADE ADJUSTER

East Tennessee Field Man for the America Fore Is Transferred to Kentucky

James W. Bethel, who has been state agent out of Knoxville, Tenn., in eastern Tennessee for the America Fore group, has been transferred to Louisville, where he becomes state adjuster for the entire fleet. Nick H. Wells is a staff adjuster and will specialize in looking after farm losses, while Mr. Bethel will give his attention to recording department losses principally.

Mr. Bethel some years ago was state agent in Kentucky for the Continental, and later became agency superintendent in the western office at Chicago, being succeeded in Kentucky by Cad P. Thurman. After several years at Chicago, he desired to get back into field work and went to Knoxville. Mr. Wells has been with the companies a long time, either with the farm department or in adjusting losses.

Raymond Darnell

Raymond Darnell, special agent for the Westchester Fire operating out of Chicago, has tendered his resignation to take charge of 29 counties in southern Illinois for the Penn Mutual Life with headquarters at his old home in Benton. Mr. Darnell is deserting a fire insurance experience of many years. He has served with the Westchester Fire for five years and for many years before that was with the D. H. Read agency at Benton. Mr. Darnell will operate under the direction of Elmer Davis, state supervisor of Illinois for the Penn Mutual.

R. S. McKain and C. M. Alexander

President J. W. Cochran of the Fire Association fleet announces the following appointments for Pennsylvania: R. S.

McKain as special agent associated with Special Agent T. J. Trout at his headquarters, Central Trust building, Altoona; C. M. Alexander as special agent, associated with Special Agent Sunderland at his headquarters, Columbia Bank building, Pittsburgh.

Mr. McKain has been with the Fire Association for some years, recently associated with Special Agent Sunderland in western Pennsylvania, and is transferred to central Pennsylvania. Mr. Alexander has had considerable experience with the Allegheny County Board and local agency experience.

Charles E. Swan, Jr.

The Southern Fire of New York has appointed Charles E. Swan, Jr. as special agent, traveling out of the New York City headquarters. He has been with the London & Lancashire in western Pennsylvania.

Earl H. Shaw

Earl H. Shaw has been appointed state agent for the Fidelity & Guaranty Fire for Kansas and Missouri, with headquarters in Kansas City. He was formerly with the Missouri Audit Bureau.

Paul M. Beattie

Paul M. Beattie, formerly with the Kentucky Actuarial Bureau, has gone with the London & Lancashire as assistant to John F. Smith, state agent in Kentucky.

Charles W. Page, Jr.

Charles W. Page, Jr., for several years a special agent of the Connecticut Fire for the western half of New England, has been appointed sales manager of Thomson, Fenn & Co., investment brokers in Hartford.

Aaron T. Coates

Aaron T. Coates has been appointed special agent of the Westchester and

Hostile Laws Traced to Prejudice or Ignorance

DICKSON SPEAKS IN OHIO

National Board Representative Believes in Modern Publicity Methods to Clear the Mind

General Frank Dickson of Chicago, of the National Board legal staff, addressed the Ohio field men at their convention at Cedar Point last week. General Dickson stated that all the hostile insurance laws if traced to their origin would be found sponsored by some prejudiced or misguided individual. These laws, he said, do not represent a general public curative necessity. General Dickson called attention to the fact that when state supervision first started a percentage tax was levied sufficient to meet the cost of this additional activity.

With the increase, however, of premiums collected the insurance tax has mounted by leaps and bounds. Less than 4 percent of the amount collected from insurance companies is now actually used for state supervision. The rest goes to the general expense fund. Out of 313 working days last year he declared that every cent of premium received for 79 of these was paid in taxes. He said that there is a tendency toward increased taxation because the states are looking for sources of revenue.

General Dickson commended the publicity activities of the National Board, believing that the effort to acquaint the public of the service of stock fire companies will do much to dissipate the fog of ignorance and give the people a clearer conception and better understanding of insurance.

General Dickson called attention to the recent action in Western Union territory extending the term rule. He said that this is good business practice. In commenting on the move he said: "The success of longer term policies, plus present day methods of reporting property and risks, all argue against one year insurance and properly reflect greater care initially and closer supervision. It represents a saving both to the company and the assured."

INTEREST TAKEN IN AURORA EXPLOSION

Insurance companies were interested in the explosion and fire which destroyed the Chicago department store in Aurora, Ill., involving damage of something like \$100,000. The Illinois state fire marshal will make an investigation. The blast occurred while the streets in the business district were crowded. From all that can be learned it came from beneath the sidewalk and blew out the entire front of the store. The store is a three-story brick building at 8 North Broadway.

The loss, set by the newspapers at \$175,000, actually will cost the companies approximately \$100,000, according to adjusters. Companies on the loss, about equally divided, are the London Assurance, Continental, American Eagle, Glens Falls, Great Lakes, Standard of New York, Chicago F. & M., Urbaine, Delaware, Reliance and Employers Fire.

Delaware Underwriters in Kentucky and Tennessee, working with State Agent Samuel B. Kennedy. He will have his headquarters at Louisville. Mr. Coates is a native of Kentucky and since 1922 has been with the Kentucky Actuarial Bureau, serving for the last five years as manager of the branch at Ashland.

Frank D. Payne

Frank D. Payne of Monticello, Ill., who has been traveling for the American Central in the state, has been appointed special agent for the National Fire of Hartford.

Insurance

OHIO

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The Invisible WATCHMAN...



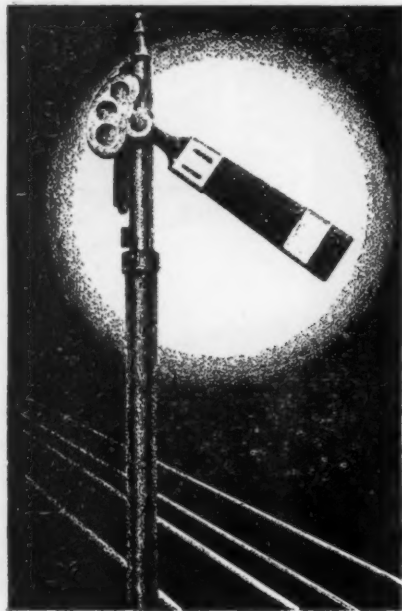
OFF to the continent, around the world, to the seaside for a week-end or two weeks—no matter where they go, how long they stay, the wise agent will appoint himself their invisible watchman. With the Personal Effects policies of this Company he can protect his patrons, as regards their baggage, against loss or damage by reason of all the hazards of travel and transportation, against theft and fire—anywhere away from home, all the year round.

Now particularly is the season to concentrate on these policies. Progressive agents are today talking with their clients and prospects, showing them the facts—the records of hotel fire losses, the losses and pilferings on railroads and ships, the calculated risk of damage in transportation. Our agents marshal the facts and then *apply them*—that's why they're known as the Invisible Watchman of modern business.

THE **LIVERPOOL**
AND **LONDON**
AND **GLOBE**
Insurance Co Ltd

Executive Offices: 1 Pershing Square
Park Avenue at 42nd St. New York, N. Y.
Pacific Coast Dept., San Francisco, Calif.

THE NATIONAL INSTITUTION
WITH A WORLD-WIDE BACKGROUND



THEY STOP THE EYE

Eye-arresting folders, that describe the various coverages, play an important part in building up your premium income.

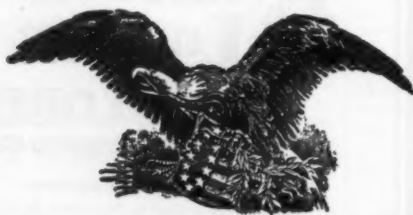
For our part, we spare no effort and expense to make these folders dependable means of increasing premium income, taking advantage of finer points which experience has taught us to be valuable. For example, our company name appears only in the same sized type as the text. It is subordinate to your own name. Another point—a return mailing card is part of each folder.

To make these folders more effective the Advertising Department furnishes copy for letters to go with them.

If you would like to see samples of these folders that stop the eye and make people think, that produce business—and a copy of our monthly business-building magazine, *THE ACCELERATOR*, write to our Advertising Department.

BOSTON INSURANCE COMPANY OLD COLONY INSURANCE COMPANY

87 Kilby Street, Boston, Massachusetts



Its Name Indicates Its Character

Operating Along Sound Lines

AMERICAN NATIONAL FIRE INSURANCE COMPANY

8 East Long Street

COLUMBUS, OHIO

Capital \$500,000

WILLIAM H. KOOP, President
ALEXANDER R. PHILLIPS, Vice-Pres. JOHN A. DODD, Vice-Pres. & Sec'y
GEORGE E. KRECH, Vice-President and Secretary
ALLEN W. FLEMING and E. PHILLIP GUSTAFSON, Assistant Secretaries

Progressive, Yet Conservative

CHICAGO NEWS

MAEHL TO BE IN CHICAGO

Walter H. Maehl, midwestern examiner at the home office of the Niagara and Maryland, will join the staff of the western department of the America Fore group, to which the Niagara has been attached, on Aug. 1. He will accompany Secretary J. H. Macfarlane and Agency Superintendents H. C. Edmundson and W. G. Martin. Mr. Maehl joined the home office force in 1918 and has spent his entire business career in its service. Mr. Martin went to New York from Chicago when the western department was moved to the former city. Mr. Edmundson, who was Minnesota state agent, was called to the head office as agency superintendent in 1927.

* * *

BASEBALL LEAGUE STANDING

The Chicago Insurance Baseball League had an exciting game when the two leaders played, the Springfield defeating the Fireman's Fund, 10 to 9. Klee, Rogers, Loeb & Wolff defeated Fred S. James & Co. 6 to 2. The Sun swamped the Sanborn Map Company 17 to 6. The standing of the teams is as follows:

	Won	Lost	Pct.
Springfield F. & M.	8	1	.888
Fireman's Fund	7	2	.777
K. R. L. & W.	6	3	.666
Sun Insurance Office	3	6	.333
F. S. James & Co.	2	7	.222
Sanborn Map Co.	1	8	.111

* * *

HARRIS WINS CUP

R. W. Hyman & Co. of Chicago held a golf tournament for Chicago brokers at the Big Oaks Club last week. R. Eugene Harris was winner of the cup for the low net score. A dinner concluded the tournament.

* * *

NATIONAL STANDARD ELECTED

The National Standard Fire of Houston, Tex., has been admitted to the Western Union. The official member is George M. Flynn, secretary.

* * *

CAPITAL MUST BE PAID UP

The attorney general of Illinois in reply to an inquiry from the Illinois insurance department as to whether under the laws of the state a company can be licensed whose authorized capital is not paid up, states that as domestic corporations are required to pay their authorized capital stock in full before beginning business, a foreign corporation should not be granted greater power and privileges. In other words, under the Illinois law, the authorized capital must be paid up before a license can be issued.

* * *

OPEN LIFE DEPARTMENT

Purnell & Hamilton in the Insurance Exchange, Chicago, have been appointed general agents of the Old Line Life of Milwaukee. Mr. Purnell is a well known fire and casualty man and is head of the Purnell Company. Mr. Hamilton is state supervisor for the Old Line Life.

* * *

The quarterly meeting of the Chicago Board will be held Thursday of next week. The candidates for the executive committee are S. S. Vastine of Herrick, Auerbach, & Vastine, Raymond Kirk of Rollins-Burdick-Hunter Co. and A. G. Dugan of the Hartford.

Indiana Agents Meeting

President A. L. Jenkins of the Indiana Association of Insurance Agents announces the annual meeting will be held at Muncie, Oct. 11. The afternoon and evening of the day previous will be given to golf and recreation with a get together dinner in the evening. Mr. Jenkins is a local agent at Richmond.

C. A. Ludlum, vice-president of the Home of New York, sailed Wednesday of this week for a trip abroad.

What Wins a Ball Game?



HITTING hitting always the
hitting. True a ball team must have pitch-
ing and fielding but a game is won on hits.

The Employers' Group is well up in the league. It is winning its games regularly. And why? Not only because of the splendid pitching done by the Home Office. Not only because of the flawless fielding done by its claim men, auditors, or engineers. But mostly due to the runs knocked in by its agents.

What a murderers' row these agents make, ten thousand strong, every one a fence buster and all batting for one thousand. Just the sort of lineup that a real hitter would like to join. And it can be done. To the agent who can "hit the apple", who does know a good risk from a bad one, who can win ball games, there is always a place on The Employer's Group line-up. Ask the General Agent or Branch Manager in your territory or write to the Agents Department for your uniform.

THE EMPLOYERS' GROUP

Practically every kind of Insurance except Life Insurance, including Fidelity and Surety Bonds

110 MILK STREET

BOSTON, MASS.

AMERICAN EMPLOYERS'
INSURANCE COMPANY



THE EMPLOYERS'
FIRE INSURANCE COMPANY

THE EMPLOYERS' LIABILITY ASSURANCE CORPORATION, LTD.

"Friendly Relations"

F. H. HAWLEY, PRES. & TREAS.
BLAKE McDONELL, VICE PRES.
A. C. ENGLAND, ASST. TREAS.

Agency
Ohio Farmers



Insurance Co.

LE ROY, OHIO

PITTSFIELD, MASS.

ORGANIZED 1848
HARRY SHIPTON, AGENT
224-226 AGRICULTURAL NATIONAL BANK BLDG.
108 NORTH ST.
PHONES: 3893-M; 3893-1

March 22, 1929.

Frank H. Hawley, Pres.,
Ohio Farmers Insurance Co.,
LeRoy, Ohio

Dear Mr. Hawley:

I have enjoyed representing the Ohio Farmers, and I can recommend them to any agent who appreciates a company that has the true spirit of helpfulness.

Our relations have been very friendly and the support and service from the company the best.

I extend best wishes for a successful year for this good American company.

With kind regards, I am

Very truly yours,

Harry Shipton



Harry Shipton of Pittsfield, Massachusetts, recommends the Ohio Farmers Insurance Company to agents appreciating the "true spirit of helpfulness."

OHIO FARMERS INSURANCE CO.

Organized 1848

Le Roy - - Ohio

FIRE AND AUTOMOBILE INSURANCE

MINNEAPOLIS FIRE & MARINE INS. CO.

430 Oak Grove Street
Minneapolis, Minnesota

Walter C. Leach, President
F. M. Merigold, Sec'y and Treas.

John D. M. McMillan, Vice-Pres.
A. C. Holmgren, Ass't Treas.

FIRE—TORNADO—THRESHER—AUTOMOBILE INSURANCE

STOCKHOLDERS and MAILING

LISTS

For SECURITY DISTRIBUTION

Corrected regularly—Sold with a guarantee
ASK FOR CATALOG
American Mailing Service, Inc.
225 Varick St., N. Y. C.

NEW YORK NEWS

GOLF CLUB DAMAGE

The America Fore companies, which got out an aircraft damage insurance policy for golf clubs protecting the ground and buildings against damage, call attention to the fact that one club on Long Island was visited on three occasions by disabled planes in the past fortnight in which greens were damaged. Owing to the greater number of airplanes now flying and the desirability of golf grounds as a place for landing in case of necessity, there would seem to be a real demand for protection.

TRUST COMPANY FORMING

A number of well known fire and casualty insurance men are interested in the Underwriters Trust Company, now forming in New York City to transact a general banking and trust business, intending to cater particularly to the needs of insurance companies, agents and brokers. F. Moses, formerly chief accountant of the London & Scottish, is the prime mover in the enterprise, while among those associated with him are: Horatio N. Kelsey, formerly United States manager of the London & Scottish; Clarence W. Lewis, third vice-president of the Indemnity of North America; Charles F. Enderly, metropolitan manager of the North America, and Bertram Gender, of Lewis & Gender. The initial capital is to be \$1,000,000, with surplus of like amount, plus an additional \$250,000 for initial expenses.

REFUSES TO REFORM POLICY

Application of Henry Terelson for reformation of a standard fire policy issued by the Stuyvesant covering household furniture, on the ground that he did not occupy a dwelling "north of Old South Road," as stated in the contract, was denied by Justice Philip McCook in supreme court. Appeal immediately was taken to the appellate division.

According to testimony the broker who received the order for insurance looked up the location on a fire map and passed the order along to a Brooklyn broker to place. The evidence showed that there was no house at the place designated. However, the assured did occupy a caretaker's dwelling close by which was mentioned in another policy issued by the same company. The assured's attorney contended that the description in the policy was sufficient to make the company liable for the loss which occurred in view of descriptions in other policies of the same company covering other property on the same premises. However, the court held that there did not appear the ordinary immaterial mistakes calling for reformation of the policy and that the plaintiff sought to substitute an entirely different contract, involving an extra hazardous risk.

GOES WITH BROKERS ASSOCIATION

Dwight W. Caswell of Cambridge, Mass., will on Aug. 1 become associated with the Fire, Marine & Liability Brokers' Association of New York City in an executive capacity. He will devote his entire time to the affairs of the organization.

TREND TO CONSOLIDATION

As evidencing the pronounced drift toward consolidations on the part of financial and general business enterprises in this country, a daily paper mentioned the merger or projected amalgamation of institutions as follows: The Coty Companies to affiliate with other perfume and cosmetic manufacturers, both in America and continental Europe; the consolidation of 17 banks, throughout the west and northwest, with total resources of \$240,000,000; the formation of General Theaters Equipment, to "consolidate some of the leading manufacturers and distributors of motion picture equipment and theater supplies.

"Tested Methods"—No. 8

The Judge's Policy— A Story of Intelligent ... Sales Strategy



His coat off, and his feet on the desk, Newt McWhorter, local agent, casually ran his eye over a Glens Falls Residence Burglary folder. For several minutes, nothing registered. Then came the "click," and Newt reached for his coat and hat.

In a few minutes he was telling Judge Healy—the town's most influential citizen—about Residence Burglary Insurance.

"While you're away, Judge, your *closed* house will be an *open* invitation to the second-story worker. You will feel a lot more comfortable if the valuables you leave at home are insured against robbery. Residence Burglary Insurance is really a year-round coverage with *extra* value at vacation time."

"Probably you're right, Newt," said the Judge. "Recent experience on the bench has taught me that there is plenty of need for burglary insurance. Maybe Mrs. Healy and I would worry less if our belongings were insured. Suppose you send me a \$2,000 policy."

Back at his office, Newt made a list of people who usually spent the summer months out of town. Then he



wrote the Judge's policy, pocketed it and commenced to make his calls. In every case he began his sales talk like this:

"I've just written a \$2,000 Residence Burglary Policy for Judge Healy. Take a minute to look at it, and you'll see how much a burglary policy will do for you in case your home is robbed."

During the next few days, Newt called on thirty people. Half of them came over into the "sold" column as a result of his intelligent sales strategy in showing the Judge's policy.

MORAL: There is a time for all things and the hot weather alibi is the "bunk."

"The Glens Falls Fleet"



CHICAGO BRANCH OFFICE
175 West Jackson Boulevard



NEW YORK BRANCH OFFICE
84 William Street



SAN FRANCISCO BRANCH OFFICE
354 Pine Street

INCORPORATED 1799

PROVIDENCE WASHINGTON INSURANCE COMPANY

*of Providence, R. I.**Capital, \$3,000,000**Net Surplus, \$12,580,410*

INCORPORATED 1832

VIRGINIA FIRE AND MARINE INSURANCE COMPANY

*Richmond, Va.**Capital, \$500,000**Net Surplus, \$1,325,921*

INCORPORATED 1928

ANCHOR INSURANCE COMPANY

*Providence, R. I.*OWNED AND OPERATED BY THE
PROVIDENCE WASHINGTON INSURANCE CO.*Capital, \$500,000**Net Surplus, \$818,557*

WESTERN DEPARTMENT

175 W. JACKSON BLVD.

CHICAGO

J. R. CASH, Manager

GEO. M. EASLEY

HAL V. HAYS

GEO. M. EASLEY AND COMPANY
GENERAL AGENTS—DALLAS*"HE PROFITS MOST WHO SERVES BEST"*Boston Ins. Co.
Pittsburgh Underwriters
Patriotic Insurance Company
Federal Ins. Co. of Jersey City
Globe Indemnity Co. New York
Fire & Marine Und. Agency of Automobile Ins. Co. of Hartford

National Inspection Company

Incorporated 1903

This corporation reports on the underwriting aspects of heavy manufacturing and mercantile properties throughout the following states:

Michigan
Wisconsin
Minnesota
OhioIndiana
Illinois
Iowa
Nebraska
MissouriKansas
Kentucky
Tennessee
Oklahoma

J. G. Hubbell

Managed by
H. B. Chrissinger
176 West Adams St., Chicago, Ill.

R. L. Thiele

New
HOTEL
LOCKERBIE

121 SOUTH ILLINOIS STREET

*Newest and Most
Modern Hotel
in the City*ALL ROOMS OUTSIDE
AND EACH WITH BATH\$3.50 AND UP
DOUBLE
\$2.00 AND UP
SINGLE
RADIO IN
EVERY ROOMARTHUR ZINK
Managing
Director

INDIANAPOLIS

and the intended launching of the United International Hotels Corporation, to take over a score or more of leading hotels of the United States and Canada.

The consolidation mania, which has attained huge proportions, is of direct as well as of general interest to underwriters, in that it means a marked change in the method of placing business on these merged institutions and in the method of writing their business.

ACTION ON RUSSIAN CLAIMS

Referee Alexander I. Rorke recommended to the supreme court of New York several days ago that no consideration be given claims by the soviet government to surplus funds now held by the insurance department as liquidator of the Second Russian, which funds amount to approximately \$500,000. The referee based his plea on the ground that the United States has not recognized the Russian soviet government, and hence it has no standing in this country.

McADOO TO BE DIRECTOR

To permit of public financing, the American Insurance Stocks Corporation of New York City is to be recapitalized, following which William G. McAdoo, former Secretary of the Treasury, will be added to its directorate. W. Wallace Lyon will continue as president.

CONSTRUCTION LOSSES HEAVY

Heavy fire losses on buildings in course of construction ran the total loss in New York City during June up to \$1,196,703, or more than four times greater than losses reported in June, 1928.

This was the report of Secretary Allen E. Clough of the committee on losses and adjustments of the New York board.

In spite of the bad showing, the fire loss record of the committee for the first six months of this year was slightly better than for the same period a year ago, the number of claims being 2,590 as compared to 2,874, and incurred losses of \$6,914,178 this year as compared to \$7,233,666. Thus claims showed a decrease of 9.88 percent from those in 1928 and incurred losses dropped 4.42 percent.

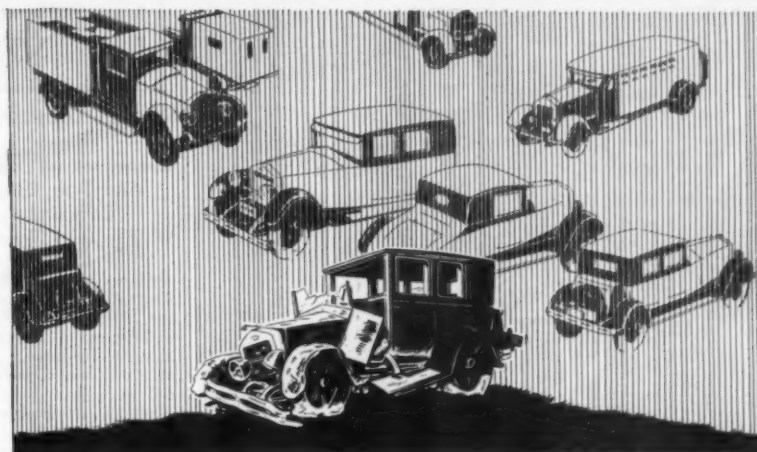
On the assumption that losses handled by the committee are about 60 percent of all fire losses in the city, it was estimated that the grand total was \$11,523,636 for the period, as compared with \$12,056,110 last year.

There were 100 claims the first half of this year in the New Jersey shore area, as compared with 121 claims for the same period last year, a drop of 17.36 percent, and incurred loss was \$294,893 against \$609,738. The report of the superintendent of the fire patrol showed that 1,273 fires during the quarter year ended June 30 originated in dwellings, hotels, etc., in New York, as against 1,200 for the same period last year.

Vermont Leads States
in Membership Gains

BOSTON, July 17.—Latest returns from the National Association of Insurance Agents seem to indicate that New England will again win the honor of getting its name on the president's cup for the largest increase in membership during the year.

Last year New Hampshire was accorded that distinction. Word just received by the Vermont Association of Insurance Agents states that Vermont is leading the rest of the country with an increase in members of 60.4 percent. The Pennsylvania association is second with an increase of 53.8 percent; Utah third with 15 percent, and Texas fourth with 13.6 percent increase.



Private cars—business fleets both need more protection in summer traffic

Over 24,000,000 motor vehicles registered in 1928! A popular cry for *speed*. An increasing demand to "ride on rubber". Manufacturers and dealers urging "keep your old car—be a two-car family".

Result—already crowded streets and highways are becoming more congested. And the need for complete and adequate insurance grows imperative!

This very increase in numbers is an indication of the greater *value* of motor cars and trucks. Not only value measured in dollars and cents, but value measured in convenience, utility, necessity to business operation.

Every automobile or truck in which your customers have any interest has *some value which should be fully covered at all times*. This applies both to personal motors and business fleets.

To protect this value, particularly during heavy summer traffic, is a real opportunity for you—first, to give added service to your customers; and second, to earn extra commissions.

If we can be of any assistance in intricate problems of automobile insurance, we will be glad to send a specialist to consult with you.

Empire State
Insurance Company,
of Watertown, N. Y.

Agricultural
Insurance Company,
of Watertown, N. Y.



75th Anniversary in the U. S. A.

1854 » » » » 1929

Going Places and Doing Things

EVERYONE is on the go these days, by train, auto or bus.

The chance of loss of personal effects is normally greater when travelling. To insure a carefree trip in that respect, Personal Effects Insurance is essential.

But why not carry such insurance the year around? It protects the personal effects of the assured and family at seashore or mountains, at golf, tennis and other clubs; on fishing and shooting trips; on trains, autos, buses and taxicabs; in laundries, repair shops, and anywhere away from home.

We write Limited or All-Risks forms and have adjustment agents all over the world.

We ask our agents to sell such insurance to their responsible clients.

**NORTHERN ASSURANCE
COMPANY LTD. of LONDON**
80 JOHN ST. NEW YORK

Pacific Coast Dept.,
114 Sansome St.,
San Francisco

Marine Dept.,
Wm. H. McGee & Co.,
11 S. William St., N.Y.

NEWS OF THE COMPANIES

NEW NIAGARA BOARD NAMED

Executives of America Fore Group
Added to Official Staff of That
Company and the Maryland

NEW YORK, July 17.—Following acceptance by shareholders of the Niagara Fire of the proposition for exchange of the company's stock for that of the Continental and Fidelity-Phenix Fire, election of new members to the board of the Niagara several days ago marked the inclusion of that company in the America Fore group.

The new directors are George W. Davison, president Central Hanover Bank & Trust Co.; George Blumenthal, Albert H. Wiggin, chairman of the board of the Chase National Bank; John J. Riker, Ernest Sturm, chairman of the board, America Fore group, and Paul L. Haid, president of the fleet companies.

Directors Who Continue

The continuing directors of the Niagara are J. Herbert Johnson, Robert W. DeForest, Henry W. DeForest, Henry E. Coe, Thomas Williams, Johnston DeForest, Ethelbert I. Low, Bernard M. Culver and Robert L. Hoguet.

Directors of the Maryland, a subsidiary of the Niagara, which likewise is now part of the America Fore group, will be mainly officers of the latter companies, the board being composed of Ernest Sturm, Paul L. Haid, Bernard M. Culver, William F. Dooley, John W. Clark, Frank A. Christensen, J. H. Macfarlane, J. G. Maconachy, William H. Ems, John J. Riker, Henry W. DeForest and Thomas Williams.

New Staff of Niagara

Chief officers of the Niagara Fire are to be: Ernest Sturm, chairman of the board (when the by-laws have been amended to provide for such office); Paul L. Haid, president; Bernard M. Culver, J. R. Wilbur, William F. Dooley, Herbert E. Maxson, C. W. Pierce, vice-presidents, and Lamar Hill, vice-president and counsel. These officers will serve the Maryland as its leading executives as well.

Mayflower

Gilbert H. Frank, cashier of the First National Bank of Newport, Pa., and interested in a number of other financial and business enterprises throughout central Pennsylvania, has joined the directorate of the Mayflower Fire & Marine and the Mayflower Fidelity & Casualty, both of Newark, N. J.

Bankers & Merchants

The Bankers & Merchants Fire of Jackson, Miss., has recently had a 36 percent increase in its capital, it is announced by Insurance Securities Company, the holding company of the Union Indemnity group, of which the Bankers & Merchants is a part.

Sufficient additional stock has been purchased by Insurance Securities Company to bring the capital from \$307,000

to \$400,000. Its surplus is in excess of \$450,000.

Sylvania

The Sylvania of Philadelphia, one of the Corroon & Reynolds companies, has declared a dividend of 3¼ percent. This follows nine months' operations under the management of Corroon & Reynolds.

Kansas City Fire & Marine

The total capital of \$500,000 of the Kansas City Fire & Marine has been paid in to R. B. Jones & Sons and associates, who formed the company. The company was examined by the Missouri department July 12 and its license is expected this week.

Franklin Fire

The Franklin Fire as of July 1 shows assets \$21,972,780 as compared with \$12,946,433, Jan. 1. The stockholders paid \$8,000,000 with the increase in capital so the actual gain was \$1,026,347. The company has \$2,500,000 capital and \$11,120,465 net surplus. Of the gain from operation \$209,000 went into premium reserve, \$155,000 to liability for unpaid reinsurance, \$150,000 to contingent reserve and \$535,000 to surplus.

PUCKETTE TO RETURN TO LOUISVILLE OFFICE

John E. Puckette, since last October associate editor of the "Insurance Field" at the New York office, is being transferred to Louisville as news editor. John M. Francis has been appointed associate editor at New York. Mr. Puckette joined the "Insurance Field" in 1926 and served on the news desk for two years. His transfer to New York last autumn was of a temporary nature. After taking his vacation he will assume the post of news editor at Louisville early in August.

Mr. Francis, now associate editor at New York, has been with the "Insurance Field's" editorial department at Louisville since last fall. He has had nearly 10 years' experience in daily newspaper work, first with the old Louisville "Herald" and then with the Louisville "Times," before entering insurance newspaper work in October, 1928.

Now Operates in 19 States

The Empire Fire of New York now is operating in 19 states as a result of having been admitted to Colorado and Idaho. It is represented by general agents in 10 states.

Deane Logan With Home

Denny D. McLarry, general agent for the Home of New York in Texas with headquarters at Dallas, has announced the appointment of Deane Logan as special agent in the central Texas area with headquarters in Dallas. For the past two years Mr. Logan has been on the inspection and engineering staff of the Texas Inspection Bureau.

ADDITIONAL COMPANIES WANTED

Well established Union General Agency operating in Minnesota only, open for connection with additional company for writing of Fire and Automobile lines; also Casualty and Surety Company for all classes principally Automobile Liability and Property Damage. Proposition will bear closest investigation. Address M-93, care The National Underwriter.

EXAMINER OR FIELD MAN POSITION

Experienced Underwriter desires position as Examiner or Field man. Can furnish good references. Address M-94, care The National Underwriter.

COMPANIES

Small casualty or fire companies desiring to sell, merge, or reinsure communicate with Winzer & Company, 29 S. La Salle Street, Chicago. State terms and give financial details. Everything strictly confidential.

Phones MAIN 38 and 39

JAS. A. HUDSON COMPANY
General Insurance
404 CHERRY STREET
HELENA, ARKANSAS

June 11th, 1929

Mr. Walter H. Bennett, Secretary
National Association of Insurance Agents
80 Maiden Lane
New York City

Dear Mr. Bennett:

I have read with interest your bulletin #477, and note some of the benefits the agents receive from attending the National Meetings.

I attended my first National Meeting in 1916 held in St. Louis, at which time I met a gentleman from Massachusetts, and thru the contact I had with him at this meeting, we secured an account that has paid us between \$5000. and \$6000. in premiums each year for the past thirteen years, and while that has been very helpful, I value the information I have received and the friendships I have made much more highly than the commissions made on that piece of business.

Yours very truly,

Jas. A. Hudson
Jas. A. Hudson

CONVENTIONS ARE BUSINESS BUILDERS



ONE CONVENTION brought Mr. Hudson a piece of business that has returned profits for years. That was a direct return.

Indirect returns to every agent attending a convention are: Learning new approaches, new sales arguments, new ways of meeting objections—in short, new things about getting business.

Many priceless friendships have been formed at conventions of the National Association. Aside from the sentimental, they have been fruitful in the exchange of business and business building ideas. Therefore, to get help in increasing your business, make your reservations now direct to the Book-Cadillac Hotel and

COME TO DETROIT

September 10, 11, 12 and 13

NATIONAL ASSOCIATION OF INSURANCE AGENTS

INSURANCE STOCKS

Bought—Sold—Quoted



P.W. CHAPMAN & CO., INC.

Insurance Stock Department
115 W. Adams St. CHICAGO 42 Cedar Street NEW YORK

INSURANCE STOCKS

BOUGHT -- SOLD -- QUOTED

SPECIALISTS FOR 18 YEARS

Inquiries Invited

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105 So. La Salle St. Telephone Randolph 9168
Chicago

Active Markets in

**Insurance Stocks
Bank Stocks**

Miller Investment Company

120 So. La Salle St., Chicago

Telephone Franklin 7888

INSURANCE STOCK QUOTATIONS

(From Lewis-Dewes & Co., 111 West Monroe street, Chicago)

Stock	Par	Bid	Asked	Div. per share	Stock	Par	Bid	Asked	Div. per share
Aetna Cas. ....100	1870	1890	\$12.00		Preferred Accl.100	515	530	12.00	
Aetna Fire ....100	770	790	20.00		Presidential ... 25	30 1/2			
Aetna Life ....100	1280	1300	12.00		Prov.-Wash. ....100	875	885	20.00	
Agricul. 25	210	220	4.00		Public Fire ... 5	27	29		
Amer. Alliance. 10	39 1/2	42 1/2	1.60		Rossia 25	73	75	6.00	
Amer. Auto. ... 10	80		2.00		Security, N. H. 25	120	130	3.00	
Amer. Drug. ... 25	80	85	3.00		Southern Sur. ... 10	36	38	1.40	
Amer. Equit. ... 5	43	46	1.50		Springfield 25	190	200	4.00	
American, N. J. 5	25	27	1.00		St. Paul F. & M. 25	182	187	5.00	
Amer. Reserve. 10	78	83	4.00		Stand. Accl. ... 50	295	325	6.00	
Amer. Salam. ... 50	80	84	3.00		Stuyvesant ....100	403		6.00	
Amer. Sur. 25	138	140	6.00		Sylvania 10	32	34		
Automobile ....100	560	580	8.00		Transp. Ind. ... 10	22	24		
Baltimore Am. ... 5	52	54	.60		Transp. Ins. ... 25	47	50		
Bank. & Ship. ... 25	130	140	5.00		Travelers ....100	1950	1965	24.00	
Boston .....100	900	925	16.00		U. S. Cas. 25	96	101	3.00	
Brooklyn 5	25	27			U. S. Fire. 10	108	113	2.40	
Camden 5	32	34	1.00		U. S. Fid. & G. (new) 10	71	73	2.00	
Carolina 10	43	46	1.40		U. S. Mer. & Sh.100	420	430	8.00	
Central West ... 50	62		2.00		Westchester ... 10	75	78	2.00	
Chi. F. & M. ... 10	40	43			*Cont. Cas. — Fractional shares, 9 1/4 %.				
City of N. Y. ....100	670	690	16.00		†National Rts., 455-460.				
Colonial St. ... 10	23	26			‡Travelers Rts., 233-236.				
Col. National ... 25	17	21							
Commonw. ....100	700	710	20.00						
Constitu. Ind. ... 10	24	27	1.00						
*Cont. Cas. 10	51 1/2	52 1/2	1.60						
Continental ... 10	98 1/2	100 1/2	2.00						
Detroit F. & S. 50	55	60							
Detroit F. & M.100	275	325	11.00						
Detroit Natl. ... 25	20		1.00						
Eagle, N. J. ... 20	80	85	4.00						
Employ. Reins. 10	29	33	1.50						
Fid. & Dep. 50	295	305	8.00						
Fid.-Phenix ... 10	109	111	2.00						
Fire Assn. 10	45 1/2	47 1/2	2.50						
Firemen's, N. J. 10	41	42	2.20						
Franklin 25	218	223	8.00						
Gen. Cas. & Sr. 50	30								
Gen. Sur. 25	115	130							
Georgia Cas. ... 5	18	22							
Glens Falls ... 10	55	58	1.60						
Globe & Rut. ....100	1440		24.00						
Globe Under. ... No	24 1/2	25 1/2							
Great Am. Cas. 25	15	20							
Great. Am. Ind. 10	54								
Great Amer. ... 10	44	46	1.60						
Great Lakes ... 10	11		1.00						
Halifax 10	32	34	1.00						
Hanover 10	66	68	1.00						
Harmonia 10	35	37	1.40						
Hartford .....100	1035	1045	20.00						
Hartfd. St. Boil.100	790		16.00						
Home, N. Y. ....100	580	590	20.00						
Home Fire Sec. 10	34	36							
Homestead 10	38	40	1.00						
Hudson Cas. ... 5	7	8	.40						
Imp. & Exp. ... 25	100	105	4.00						
Independ. Ind. ... 10	24	27	.50						
Independ. Fire. 10	18	21	.60						
Ins. Co., N. A. ... 10	78	80	2.00						
Lincoln Fire ... 20	94	99	4.50						
Lloyds Cas. 10	35	38	.60						
Maryland Cas. ... 25	140	144	5.00						
Mass. Bond. ... 25	180	190	4.00						
Merchants, com. (new) 10	125	135	2.00						
Merch. pfd. ....100	120		7.00						
Merch. & Mfrs. 5	25	27	1.00						
Metropol., N. Y. 10	11		1.00						
Mohawk Fire ... 25	62	66							
National Cas. ... 10	31	33	1.20						
†National, Ct. ....100	880		25.00						
National Lib. ... 5	30	32	.50						
Natl. Union ....100	288	295	12.00						
Natl. Surety ... 50	121	123	5.00						
New Amst. Cas. 10	52	54	2.90						
N. Brunswick. 10	39	41	1.20						
New Eng. Fire 10	40	45	1.00						
N. Hampshire. 10	65	67							
New Jersey ... 20	60	65	2.00						
New York Cas. 25	80	90	4.00						
Northern, N. Y. 25	135	145	4.00						
North River ... 25	425	435	8.00						
N. W. National 25	144	152	5.00						
Ocidental 10	23	26							
Pacific Fire ... 25	145	155	5.00						
Peoples Natl. ... 5	32	33	1.00						
Phoenix, Ct. ....100	990	1010	20.00						

Gilbert Weldon Joins Hawks General Agency

P. Lester Hawks, the general agent at Richmond, Va., has secured Gilbert Weldon as associate general agent. He traveled as special agent in Virginia and other southeastern states prior to 1919 and then became manager of the American Foreign Insurance Association. His field comprised India, Burma, Ceylon, Netherland East Indies, Malay peninsula, Siam and Indo-China with headquarters at Calcutta. Later he was made manager in Japan. Mr. Weldon traveled for the Continental for 16 years and prior to that was special agent of the old German of Freeport. The Hawks General Agency has the American Equitable, American Constitution, American Home, Law Union & Rock, Merchants & Manufacturers Fire, New York Fire, Peoples National, Stuyvesant, Sussex, and London & Lancashire Indemnity. The territory comprises Virginia and the District of Columbia. Arrangements are being made by some of the companies to extend the jurisdiction of the office to Maryland.

Organizing Coast General Agents

Herbert Cobb Stebbins of Denver, president of the Association of Fire Insurance General Agents, reports that Pacific Coast general agents are organizing local associations under the leadership of Arthur M. Brown of Edward Brown & Sons, San Francisco. All general agents on the Pacific Coast who join the local associations will be eligible to join the national association under the new amendment to the constitution and by-laws.

SPECIALISTS in INSURANCE STOCKS

Quotations and Statistics gladly furnished.

CHARLES SINCERE & COMPANY

231 So. La Salle St.

Chicago

Branch Office, Palmer House

All Phones State 2400

MEMBERS

New York Stock Exchange
Chicago Stock Exchange

Chicago Board of Trade
Asso. Member, N. Y. Curb Ass'n.

Refer to Quotations that appear regularly in
THE NATIONAL UNDERWRITER

Day's Gauntlet Tossed in Ring

(CONTINUED FROM PAGE 4)

to are now found in the ranks of the organization which has undertaken to tell the New Jersey agents what companies they may represent. One of the advertisements referred to carried these sentences:

Quotes Bureau Ad

"The Western Insurance Bureau believes in the doctrine of 'live and let live,' and it cannot and does not subscribe to any policy or practice which prevents the individual from being a free agent, with the right of individual action which every red-blooded man or woman cherishes and demands. Sit tight, Mr. Agent. Run your own agency. Do not accept dictation or submit to coercion in the conduct of your own business."

A letter duplicating the above was also sent by Mr. Day to local representatives of the Tokio Marine & Fire, of which company he is assistant general agent.

See Challenge to Local Agent

(CONTINUED FROM PAGE 4)

lems of insured were those of many other lines of business. No matter what the plan, there is always a straight line to be followed from the source to the goal, he said.

Press Is Complimented

At the close of the session a resolution was passed extending a vote of appreciation and thanks to the insurance press for its hearty cooperation in giving publicity and faithfully reporting the sessions.

Another resolution of appreciation and thanks to those who ably contributed to the program and the success of the meeting was approved.

Snapshots of Agents in Bretton Woods Meet

Record breaking attendance of over 600 New England insurance agents. Company representatives and guests opened the annual convention of the New England Association of Insurance Agents at Bretton Woods. This meeting is an informal family affair and its popularity is evidenced by a turnout which has the semblance of a national meeting. Warren S. Shaw, secretary-treasurer, referred to it as "just a real family reunion."

Old familiar songs opened the Wednesday morning session. Don G. North, presiding at the piano, drew forth melodious chords which inspired sympathetic reverberations from the audience. Mount Washington, its summit veiled in the clouds, echoed back the refrains.

The convention badge was a work of art. Blue on a grey ribbon it carried the emblem of the National Association of which the New England Associations are a tremendously active wing. An artistic cut of the "Old Man of the Mountains," loaned by the New Hampshire Fire, decorated the lower part of the badge.

When President Jim Cook started to give his annual report delegates late in arriving caused a murmur of voices which made it difficult to hear the report. Asking if all could hear he was answered by a vociferous "No." "Then come down front," said the presiding officer.

R. P. DeVan, more familiarly known as "Rouge," made a tremendous hit with his "Trend of the Times." The National association's popular president has a keen insight into the changing moods of the insurance business and in an analytical style took up the various phases of present methods of operation. His talk was pitched in an optimistic key

Sole Survivor



CHARLES E. AFFELD

Charles E. Affeld, veteran insurance man of Chicago, and former member of the western managerial and Chicago local agency firm of Witkowsky & Affeld, will be the special guest of honor at the 50th anniversary banquet of the Western Union at Old Point Comfort, Sept. 23. Mr. Affeld is the sole survivor of those signing the original membership roll of the Western Union 50 years ago. He has retired from business and is living at his home at Evanston, Ill. Mr. Affeld was 86 years of age last March. His twin brother, Frank O. Affeld, who was formerly United States manager of the Hamburg-Bremen, is living in Brooklyn, having retired some years ago when H. N. Kelsey became United States manager. Shortly after F. O. Affeld was appointed United States manager, Witkowsky & Affeld of Chicago were appointed western managers. This partnership between Mr. Affeld and Conrad Witkowsky started in 1873. They took on the Hamburg-Bremen at that time. Mr. Affeld started his insurance career as a broker in 1868. After the Chicago fire he was a surveyor of the New York Underwriters. His son, C. Ernest Affeld of Affeld-Heise, is a Chicago local agent.

and his glimpse of the future presaged only good, sound, progressive advancement.

Allen Dodge, president of the New York State Association of Local Agents, Inc., announced that this association had reservations for 300 on the Great Lakes boat from Buffalo to Detroit for the national meeting in September. He extended an invitation to the New England members to join them in this delightful mode of transportation to the big meeting of the year.

Jim Case, one of the old war horses of the New England and National associations, brought the crowd to its feet with the suggestion that they give a welcome in unison to President DeVan. The crowd came through with a resounding,

"We're glad you're here,
"We're glad you're here,
"We're glad you're here,
"We're with you to a man."

When Duncan Reid made his opening remarks he said he did not intend to dominate the convention, although a pre-convention press notice had read, "Duncan Reid will speak at Bretton Woods July 9, 10, 11."

Commissioner Dunham, in endorsing the American agency system as applied to New England, said that the membership typified the better type of intelligent educated agents. Of all the licensed agents in New England Maine has 9,500 agents, Vermont 1,808, New Hampshire 8,779, Massachusetts 20,000, Rhode Island 5,166 and Connecticut 6,103, or a total of 51,346.

Life Companies and Trust Organizations

If we examine the scope of the services performed by life insurance companies and trust organizations—including in the latter term trust sections of commercial banks—we shall find a broad field of co-operation.

While the general character of each is fiduciary, the two instrumentalities are not natural competitors. They are more nearly like allies although their activities are distinctive.

Each suggests, initiates, activity for the other. Each furnishes service for which the other is not equipped; one the insurance of the productive value, accumulated and prospective, of human life; the other the administration of trusteeships, of which many proceed from life insurance.

There is no doubt that the two can supplement as well as complement each other, and it is noteworthy that the banks and trust companies have realized this fact and applied it in a practical way. On the other hand, it is evident to me that a corresponding interest in the promotion of the welfare of the banking and trust companies is now a part of the program of every wide-awake life insurance man.

WALTON L. CROCKER, *President*

John Hancock
MUTUAL
LIFE INSURANCE COMPANY
OF BOSTON, MASSACHUSETTS

ORIENT INSURANCE COMPANY

of Hartford, Connecticut

For fifty-seven years writing

FIRE RIOT
TORNADO EXPLOSION
EARTHQUAKE AUTOMOBILE
INLAND MARINE

HENRY W. GRAY, Pres.
Hartford, Connecticut

Western Dept.
CHARLES E. DOX
Manager
223 West Jackson Blvd.
CHICAGO

Pacific Dept.
GEORGE O. SMITH
Manager
SAN FRANCISCO

THE NATIONAL UNDERWRITER

Formerly THE WESTERN UNDERWRITER

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CHESTER C. NASH, JR., Associate Editor

SOUTHEASTERN OFFICE—ATLANTA, GA.
1517 Fourth National Bank Building
W. J. SMYTH, Resident Manager

SAN FRANCISCO OFFICE
105 Montgomery Street, Tel. Kearny 3399, FRANK W. BLAND, Resident Manager
Entered as Second-class Matter February 24th, 1900, at Post Office at Chicago, Ill., Under Act, March 3, 1879

Subscription Price: \$4.00 a year; in Canada, \$5.00 a year. Single Copies 20 cents.
In Combination with Life Insurance Edition, \$5.50 a year; Canada \$7.50

Member of
AUDIT BUREAU OF CIRCULATIONS
Associated Business Papers, Inc. National Publishers Assn., Inc.

Reduce Rates on Experience

RECENTLY there have been reductions in rates in Western Union territory on some of the classes that experience shows merit a decrease. Insurance companies are accused of raising rates and whenever there is an increase a howl goes up from the assureds. They are never given credit, therefore, when it comes to reducing rates. The companies in studying their statistics have seen that they would be justified in making a reduction here and there on classes that justified the move. The fire insurance companies are to be commended for thus voluntarily taking this action. It shows a desire to be fair and honest with the public.

Owing to state laws, companies find

that they are unable frequently to make rate reductions or readjustments in sections that really are entitled to such because under the anti-discrimination statutes the same reduction has to be made all over the state. In some points an increase should be made. It would seem to us that where a section of the state through the character of its citizenship or alertness along fire prevention lines gives a good account of itself and is entitled to a rate reduction, there should be no statutory prohibition. Where people are careless, indifferent and irresponsible and have a high loss ratio they should be penalized for this experience. Where the experience is good, they should have credit for it.

Faith in Continued Prosperity

TANGIBLE evidence that investors have faith in the continued prosperity of the country, and are determined to share in it, was afforded by the recent heavy buying wave on the NEW YORK STOCK EXCHANGE, in the course of which scores of stocks mounted to record heights. Many of the lesser known shares advanced sympathetically, though to a lesser degree. Steel stocks were the favorites, followed closely by AMERICAN TELEPHONE & TELEGRAPH and STANDARD OIL.

The fact that the interest rate on call money was held to 9 percent was construed to mean that much of the late buying was out and out purchases, and not on a margin basis, which latter condition the

federal bank authorities have been discouraging. That heavy purchases should be made during the vacation season, when professional traders are taking their holidays, is pointed to as further evidence of legitimate investing. Needless to add it likewise indicates that a considerable number of our people have money, despite the oft repeated cry of hard competition in so many different lines of business endeavor.

Though gains in insurance stocks have not been sensational, in the main shares of many of the companies traded in have held steady while several made material gains. AETNA FIRE advanced 30 points, HARTFORD FIRE 10 points and STUYVESANT 35 points.

Shall Second Mortgage Be Protected?

SENTIMENT is developing in underwriting circles for a discontinuance of the use of the standard mortgage clause as applied to the interest of a second mortgagee. In New York State it is now illegal to apply the standard mortgage clause in the interest of anyone except the first mortgagee.

The development of the standard mortgage clause followed the demand that the interest of the first mortgagee should be guarded beyond any danger. There was no intent on the part of the framers of the standard mortgage clause to extend protection to the holder

of the second mortgage. It was never contemplated that the holder of the second mortgage should have the same protection and collateral as the first mortgagee. He has no valuable subrogation to offer in return for the provisions of the mortgage clause protection.

While adoption of this policy with relation to the mortgage clause in New York in connection with the New York standard policy does not assure adoption of the same policy in other states, the present tendency is all in that direction.

PERSONAL SIDE OF BUSINESS

W. E. Golden of Milwaukee, familiarly known in the field as "Doc," is in a helpless condition at 119 Jefferson avenue, S.E., Grand Rapids, Mich., where he went some weeks ago to make his home. He was taken with malignant paralysis and is now in a critical state, both physically and financially. "Doc" Golden in his day was a most congenial and affable field man. He was formerly connected with the Grand Rapids Fire & Marine and later traveled for the Manchester, being located at Chicago. When the Manchester took over the Atlas he was sent to Wisconsin as special agent. He was well known throughout the field. He was the center of many groups, owing to his unceasing good cheer and spontaneous wit.

Clare A. Lee has been reappointed insurance commissioner of Oregon for a four-year term. Mr. Lee has already served more than three years in this capacity.

Harold Warner, United States manager of the Liverpool & London & Globe, sailed on the "Adriatic" last week to visit for six weeks in England. He will join Mrs. Warner and his family, who preceded him abroad.

Mrs. E. F. Richards of Ann Arbor, Mich., wife of the field superintendent of the Great American group, died Saturday evening from acute indigestion. Mr. Richards and his youngest son, who has just entered the University of Michigan, were at home at the time. The daughter was touring in Canada and was located Monday morning. The oldest son is connected with the General Electric Company in New York City. The funeral was held Wednesday from St. Andrew's Episcopal church of Ann Arbor.

Insurance Commissioner C. D. Livingston of Michigan was one of the pallbearers.

W. B. Rearden left Chicago Saturday for his future home in Los Angeles, taking his family along. Mr. Rearden resigned as executive special agent of the Netherlands to become district manager of the Firemen's group at Los Angeles.

John A. Hanson of Detroit, manager of the Detroit office of the Western Adjustment, has returned to his office after going to his old home town, Rushford, Minn., to be present at the homecoming reunion celebrating the 75th anniversary of this village of 1,100 people. There are a number of notables in addition to Mr. Hanson who sprang from this point and many of them returned to the scenes of their youth.

Louis T. Miller, special agent of the Public Fire for Virginia and the Carolinas with Richmond headquarters, who was badly bruised in a railroad wreck last week, is back at his office but it will probably be a week or two before he will be able to get out into the field again. He was en route from Rocky Mount, N. C., to Richmond on an Atlantic Coast Line train when five of the Pullmans were derailed, turning over in a swamp. Rushed to a Richmond hospital, he was greatly relieved when an x-ray failed to disclose any broken bones.

Eugene G. Stuart, state agent in Kentucky for the Hudson and Svea, after a long illness, has gone to Johns Hopkins hospital at Baltimore for treatment. Mr. Stuart has suffered severely from rheumatism, which resulted in his being on crutches for some time. He is secretary of the Kentucky Fire Prevention Association.

William B. Brock, prominent adjuster of Lexington, Ky., and secretary of the



WILLIAM B. BROCK

Hail Underwriters & Adjustment Bureau, which represents the companies in writing tobacco hail coverage in Kentucky, died July 13 at a hospital in Lexington of peritonitis, which followed an operation for appendicitis. Mr. Brock was very well known over the state and was regarded as an authority on hail insurance on tobacco crops.

J. M. Clark of Chicago, western special agent of the improved risk and special hazard department of the New York Underwriters, was at his office for the first time Monday since he had a severe automobile accident near Pueblo, Colo., when he was riding with General Agent W. L. Braerton. They were two miles from Pueblo when they encountered a dust storm. They ran into a car ahead of them, resulting in a terrific impact, throwing Mr. Clark against the windshield. He was badly cut around the head and was taken to the hospital. He is only devoting part of the day to work.

Thomas F. Ryan, head of the statistical department at the head office of the Fireman's Fund, has received word that his son Paul had been admitted to Ecole Beaux Arts, famous French school of architecture. Young Ryan graduated from Sacred Heart College of San Francisco in 1926, leaving shortly after for Paris, where he has since been studying architecture. At his last examination he stood fifth from the top in a class of 550 and was first among the foreign students. Under the rules of the school, 55 French students are admitted every six months and 17 foreigners; French students are given preference, so the foreign students must have a higher rating than the French student with the lowest grade.

The father, Thomas F. Ryan, is well known in insurance circles and created a great deal of interest a few years ago by his masterly lectures and subsequent book on "Underwriting Losses and Investment Profits."

Frank L. Owen, for the past four years New England special agent for the Tokio and Standard of New York, died at his home in Boston, July 13. He had been ill for several months, but resumed work a week ago, only to succumb to a sudden attack of septic throat poisoning a few days later.

F. W. Edler, state agent for the New York Underwriters in Wisconsin, is receiving the congratulations of Wisconsin field men on a new grandson, John Redmond, born to his daughter, Mrs. Milo A. Nye of Sauk Center, Minn. Mr. Edler has one granddaughter, but this is the first grandson in his family.

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Every golf player can join this "Whole-in-One" club. Membership will not only provide peace of mind but also — in case of accident or loss — an even greater reason for rejoicing than having holed out in one.

Get a supply of our "Whole-in-One" policies and start a membership drive.

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THE CONTINENTAL
FIDELITY-PHENIX FIRE
FIRST AMERICAN FIRE
FIDELITY & CASUALTY
INSURANCE COMPANIES

FIRE INSURANCE NEWS BY STATES

OHIO AND WEST VIRGINIA

OHIO FIELD MEN'S MEETING

Notable Array of Managerial Talent at the Annual Convention at Cedar Point

There was a notable array of managerial talent at the summer meeting of the Ohio field men at Cedar Point last week. The Union and Bureau field organizations held separate meetings. There was a joint meeting at which R. J. Julian of the Ohio Inspection Bureau explained the new use and occupancy rules. The Ohio Fire Prevention Association had a meeting. On one evening there was a dinner in honor of John Cashel, formerly Ohio state agent of the Providence Washington, who was made western manager. John H. Gray of the North British presided at the meeting. Mr. Cashel was presented with a suitable gift. Talks were made by George T. Wilson of the Globe of Pittsburgh and Mrs. R. T. Huggard, wife of the Ohio state agent of the Great American.

H. H. Chittenden of the Home, president of the Union field club, presided over its deliberations. Talks were made by a number of men present. Among those attending the Union meeting were George B. Sedgwick, assistant manager of the Great American; John Cashel, western manager of the Providence Washington; John R. Rygel, superintendent of agents, Hanover; W. H. Riker, assistant manager of the North America; L. L. Sanders, automobile superintendent National of Hartford; George Houge from the Norwich Union New York office.

Earl Gibbs of the Boston, who is president of the Bureau field club, presided over its sessions. Attending the meeting were Rudolph Belcher, general manager Western Insurance Bureau; Vice-president L. E. Falls, American of Newark; W. E. McCullough, vice-president Hampton Roads Fire & Marine, and Ralph Danforth, superintendent of agents Millers National. Mrs. Clark Morgan of Columbus won the first prize in a ladies' bridge tournament.

W. C. Howe, Milwaukee Mechanics, is the new fire prevention association president and H. J. Manning, Ohio Inspection Bureau, vice president. H. L. Rubrecht, St. Paul F. & M., was re-elected secretary.

In the blind bogey golf tournament four men tied—John Rygel, Providence Washington; E. B. Leighton, Continental; H. W. Rollins, National Union, and R. B. Atwell, National Union. In the draw Mr. Atwell got the first prize, a golf bag. The committee in charge of the golf tournament was Mr. Atwell and John Thomson.

Meets Youngstown Committee

R. E. McLain of the Ohio Inspection Bureau at Columbus met with the fire prevention committee of the Youngstown chamber of commerce last week. Mr. McLain attended the meeting at the special invitation of Chairman W. P. Filmer of the committee. The Youngstown committee hopes to be able to take steps to educate the public along fire prevention lines and to increase the desirability of Youngstown from a fire prevention standpoint.

Ayer on Southern Trip

Fred B. Ayer, president of the Fred P. Thomas Co., is spending a vacation in the south and is expected to return to Cleveland about Aug. 1. Mr. Ayer will attend a family reunion at Roaring Gap, N. C., during his southern trip.

WEST VIRGINIA MEN GATHER

Field Men of the State Elected A. F. Herman as Vice-President of the Association

The West Virginia Fire Underwriters Association met last week at White Sulphur Springs. There was a meeting of the executive and rules committee Tuesday. The association held its first meeting Wednesday morning with about 50 in attendance. There was another meeting Thursday. The West Virginia Blue Goose also held a meeting and installed its new officers.

A. F. Herman, special agent of the Home, was elected vice-president of the West Virginia Fire Underwriters Association, succeeding R. B. Miller of the Automobile of Hartford, who recently was elected a member of the executive committee. A committee was appointed to cooperate with the National Board advertising program. J. A. Phillips of the Alfred Paul General Agency of Wheeling is chairman.

Wednesday evening there was a banquet with Arthur Lohmeyer, Ohio state agent of the Aetna, acting as toastmaster. Mr. Lohmeyer was formerly a West Virginia field man and was state agent of the Aetna in that field. It was the 30th anniversary of the organization. Letters were read from 20 former and present members. Fred W. Shirer, state agent of the Springfield Fire & Marine, one of the older men of the organization and dean of the West Virginia field corps, was present and spoke.

Wallace Rogers, Chicago advertising man, and Warren W. Ellis of the publicity department of the National Board were present, explaining the advertising campaign which will be started in West Virginia shortly. Attorneys Louis Johnson and James Guier, and John Luce of the Great American home office were present.

C. C. Wright, state agent of the St. Paul, presided over the meeting of the underwriters association.

REPORT OF FARM COMMITTEE

Some of the Activities of the Ohio Fire Prevention Association Presented at Meeting

At the meeting of the Ohio field men at Cedar Point last week, the farm committee of the Ohio Fire Prevention Association in its report said that Ohio has long been noted for its unprofitable record for farm business. The committee asserted that a farm presents far greater problems in reaching effective fire prevention than towns and cities. The farm work depends entirely on education as there are no coercive facilities.

R. S. Tidrick, Springfield F. & M., had charge of the rural home and school inspection work. He secured the cooperation of the Ohio director of education and sent literature to all county school superintendents. Then a list of teachers was gotten and home inspection blanks were sent for distribution. Over 19,000 homes were reported inspected. Reports were received from every county in the state except two.

R. D. Kirkpatrick, Ohio Farmers, had charge of publicity work, with the newspapers, and H. H. Hughes, Aetna, was in charge of radio broadcasting. The committee feels that the home inspection blanks should be distributed at least annually for several years.

Alwin E. Bulau, World F. & M., president of the fire prevention association, stated that of the towns inspected dur-

ing the last five years 73 percent have materially improved their fire fighting equipment and water supply. Of the 14 towns inspected the past year, six have made much improvement. The average attendance of inspectors was 34 percent. The loss committee was successful in securing the passage of the model arson law by the Ohio legislature. A special committee to encourage a summer course in fire fighting succeeded in having such provided in the University of Ohio budget but it was too late to have a course conducted this year.

RATES IN OHIO DECREASED

Ohio Inspection Bureau Announces a Number of Changes Involving Many Classes in the State

COLUMBUS, O., July 17.—The Ohio Inspection Bureau has announced rate reductions on certain classes of property in order to give the public the immediate benefit of the adoption of lower basis tables for the state. The basis table for fireproof construction has been from 22½ to 25 cents for buildings and 40 cents for contents. Under the reduction it will be 20 cents for buildings and 40 cents for contents. For brick construction the old basis was from 27½ to 30 for buildings and 60 for contents. Under the new table the basis rate will range from 25 to 30 cents for buildings and 50 to 60 cents for contents. The percentage reduction does not apply to existing policies.

This reduction follows closely upon the adoption of the new term rules which went into effect May 29. The term rule now provides that policies can be written on the term plan for almost all property except stocks of merchandise in storage or for sale and some miscellaneous special hazards. This brought about a reduction of 16½ percent on property which hitherto had not had the advantage of the term privilege.

Dwelling rates have been reduced in

the state. All brick and frame approved roof dwellings in classes from one to eight inclusive that have public fire protection receive a rate reduction of 4 cents per \$100. The reduction in the three year rate is 10 cents. The rate on brick approved roof dwellings in classes one to six inclusive where there is public fire protection is reduced from 14 cents to 10 cents. The three year rate reduction is from 35 cents to 25 cents. Other property rated under dwelling schedule including seasonal dwellings and summer cottages, private boarding and rooming houses, nurses' and sisters' homes, chapter, fraternity and sorority houses, flats, terraces, tenements and apartment houses and private barns, outbuildings and private garages receive reductions also. The new dwelling schedule eliminates the charge for any number of automobiles kept in properties rated under that schedule.

Manager T. B. Sellers of the bureau says that the reduction in rates and the more liberal underwriting methods are made concurrently with similar reductions in some of the other states of the middle west where the underwriting experience the last few years has been favorable. These reductions, he declared, are in keeping with the principles followed in the fire insurance business where an effort is made to keep the cost to the public in line with the losses and expenses incurred in the conduct of the business. When the experience is unfavorable, it is necessary to increase the rates. When the experience is favorable, rates are voluntarily reduced.

Report Ohio Storm Losses

COLUMBUS, O., July 17.—Storms have caused heavy damage in certain parts of Ohio the last two weeks. From various parts of the state have come reports of hail and high water, which have worked havoc to crops. Madison county alone reports a loss of \$100,000. The onion crop in the Hardin county district has suffered greatly.

CENTRAL WESTERN STATES

FAREWELL DINNER IS GIVEN

W. B. Rearden and Ralph W. Tapper Were Guests of Honor of the Illinois Field Men

The Illinois field men gave a farewell dinner to W. B. Rearden, executive special agent of the Netherlands, who has been made manager of the Firemen's group at Los Angeles, and Ralph W. Tapper, Cook county special agent of the Rhode Island group, who heretofore has traveled in Illinois. Owing to the fact that both men are retiring from the Illinois Field Club, their friends in the state gave them a good-bye dinner. George A. Brown of the State of Pennsylvania was chairman of the committee on arrangements. W. F. O'Connor, superintendent of the automobile department of the Netherlands; Howard A. Archer of Paris, Ill.; Sam Richmond, manager of the Peoria branch of the Underwriters Adjusting Company, and about 45 field men and local agents were present. The chief speaker of the evening was Shirley E. Moisant of Kankakee, Ill., who talked at length on overlapping organizations. He stated that the present tendency of the companies is to discard old time methods and become more modern. Mr. Moisant was present in his capacity as secretary of the Illinois Association of Insurance Agents and editor in chief of the "Association News." Other speakers were Dan T. Smith, Milwaukee Mechanics; B. L.

Heath, Chicago local agent; Paul Johnson, Oregon, Ill., local agent; Sam Richmond; Harry Meyers, Peoria local agent; Dan J. Harrigan, St. Paul Fire & Marine. John B. Tetlow of the American acted as toastmaster. James E. Mattimore of the Phoenix Assurance made the presentation address, giving to the guests of honor each a beautiful desk set. A telegram of regret was received from Fred W. Sullivan, assistant manager, and Arthur Jensen, superintendent of agents in the western department of the Firemen's, two former Illinois field men who were unable to be present.

FOUR AGENCIES JOIN FORCES

George M. Williamson Elected Head of Michigan Consolidation With General Offices Over State

Consolidation of four Michigan agencies under the title of the Michigan General Agencies Corporation, with offices in Kalamazoo, Muskegon and Battle Creek, was announced this week.

The agencies involved are the Farmers & Mechanics agency, Kalamazoo; the Donald O. Boudeman agency, Kalamazoo; the Harvey-Cooper agency, Muskegon, and the Farmers & Mechanics agency, Battle Creek. The Boudeman agency will combine its business with the Farmers & Mechanics agency and hereafter will operate under the latter title. The other three local agencies will continue to operate under their own

LOYAL TO PRINCIPLE—TO LOYAL AGENTS, LOYAL

NEAL BASSETT, President

A. H. HASSINGER, Vice President

JOHN KAY, Vice President

WELLS T. BASSETT, Vice President

JANUARY 1ST, 1929, STATEMENTS

ORGANIZED 1855 FIREMEN'S INSURANCE COMPANY OF NEWARK, NEW JERSEY

ASSETS	LIABILITIES	CAPITAL	NET SURPLUS	SURPLUS POLICYHOLDERS
\$56,065,676	\$19,562,550	\$13,500,000	\$23,003,126	\$36,503,126

ORGANIZED 1853 THE GIRARD F. & M. INSURANCE COMPANY OF PHILADELPHIA, PA.

\$6,036,606	\$2,834,468	\$1,000,000.00	\$2,202,138	\$3,202,138
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ORGANIZED 1854 MECHANICS INSURANCE CO. OF PHILADELPHIA, PA.

\$4,881,357	\$2,770,413	\$600,000.00	\$1,510,944	\$2,110,944
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ORGANIZED 1866 NATIONAL-BEN FRANKLIN FIRE INS. CO. OF PITTSBURGH, PA.

\$5,021,040	\$2,502,744	\$1,000,000.00	\$1,518,297	\$2,518,297
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ORGANIZED 1871 SUPERIOR FIRE INSURANCE CO. OF PITTSBURGH, PA.

\$4,837,240	\$2,492,229	\$1,000,000.00	\$1,345,011	\$2,345,011
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ORGANIZED 1870 CONCORDIA FIRE INSURANCE CO. OF MILWAUKEE, WIS.

\$5,359,805	\$2,486,092	\$1,000,000.00	\$1,873,712	\$2,873,712
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ORGANIZED 1886 CAPITAL FIRE INSURANCE CO. OF CONCORD, N. H.

\$666,599	\$196	\$300,000.00	\$366,403	\$666,403
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TOTAL OF ASSETS
\$82,868,323.00

TOTAL OF LIABILITIES
\$32,648,692.00

TOTAL NET PREMIUMS
\$23,808,303.00

WESTERN DEPARTMENT

844 Rush Street
Chicago, Illinois

H. A. CLARK, Manager

Assistant Managers

H. R. M. SMITH

JAMES SMITH FRED. W. SULLIVAN

EASTERN DEPARTMENT

10 Park Place

NEWARK, NEW JERSEY

CANADIAN DEPARTMENT

461-467 Bay Street

TORONTO, CANADA

MASSIE & RENWICK, Limited,
Managers

PACIFIC DEPARTMENT

60 Sansome Street

San Francisco, California

W. W. & E. G. POTTER,

Managers

JOHN R. COONEY, Assistant Manager

LOYAL TO PRINCIPLE—TO LOYAL AGENTS, LOYAL

names but as divisions of the new corporation.

George M. Williamson, who with E. Ray Winters is manager of the Farmers & Mechanics agency, has been elected president of the combined agencies. Other officers are: Vice-president and secretary, Mr. Winters; assistant treasurer, E. D. Heuer; vice-president, Theodore Cooper; treasurer, Henry Cooper, and assistant secretary, Grace Dwyer.

Home offices of the combined agencies are at 350 South Rose street, Kalamazoo, but other offices are maintained at 9 Lawrence Block, Muskegon, and 87 Howland street, Battle Creek.

All companies now represented by the Harvey-Cooper agency at Muskegon will continue to transact their business direct with that office as heretofore and the same applies to the Farmers & Mechanics agency at Kalamazoo. The companies heretofore represented by Mr. Boudeman will now transact their business with the Farmers & Mechanics division at Kalamazoo.

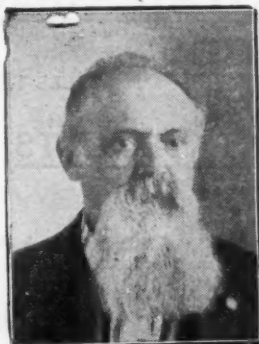
For the time being the practice of having each division do its own policy writing on local business will be continued, but all business from sub-agents which the new organization supervises as general agents will be reported into, written and supervised at the home office at Kalamazoo.

Extension of business of the Michigan General Agencies will be carried out on conservative lines through western and southern Michigan territory, President Williamson announced. A volume of business amounting to about \$400,000 annual premiums from all sources is being done by the combined agencies.

In addition to handling business in Michigan of the agencies listed, the new corporation will also handle personal brokerage business of both Messrs. Williamson and Winters, and when this is added to the present volume it is expected the total annual premiums will amount to approximately a half million dollars.

The capital of the new agency is \$50,000. Fully equipped claim and in-

Loyal Local Agent



CONRAD ALBA

Conrad Alba, the well known local agent who died at Cairo, Ill., a few days ago, had reached the advanced age of 80 years. He was one of the substantial, faithful local representatives in Cairo, who took great pride in his business and at all times endeavored to maintain harmonious relationships with his companies. Mr. Alba established his agency and watched it grow from small proportions. He had the confidence of his assureds. His two sons, H. C. and Chester N. Alba, will continue the business.

spection departments are maintained and the agency plant extends into Ohio and Indiana.

CONDITIONS IMPROVED IN MINING SECTIONS

Illinois field men feel more confident as to conditions in the mining sections of Illinois. Almost all the mines are

working part of the time. Business is more active. However, the introduction of modern machinery has thrown a number of miners out of employment. The unemployment situation, therefore, has to be taken into consideration. The companies that remained in these sections seemingly have fared far better during the last few months.

TAYLOR MADE PRESIDENT ILLINOIS FIELD CLUB

H. A. Wood, special agent of the Dubuque Fire & Marine, who was elected president of the Illinois Field Club at the annual meeting, has resigned owing to the fact that his territory is so large that he found it unable to give the field club the proper attention. Edgar Taylor of Decatur, state agent for the National Ben Franklin, has been elected president.

At the special meeting of the field club there were two candidates for president, Mr. Taylor and Edward Enk, state agent of the Milwaukee Mechanics. Mr. Taylor is an untiring worker. There was a large attendance at the special meeting owing to the farewell party given for W. B. Rearden and R. W. Tapper.

Won't Cut Off East Lansing

LANSING, MICH., July 17—Despite the recent protest of a local agent, Lansing will not insist that its near neighbor, East Lansing, pay for any assistance it receives from the Lansing fire department and the department's facilities will not be withheld from the nearby city in case of need.

The board of police and fire commissioners last week accepted a report of a special committee which recommended that Lansing continue to extend aid when officially requested. The committee found that the Lansing department has not made an average of more than two or three trips a year to East Lansing. It was recommended to the East Lansing authorities, however, that they

supplement their present fire fighting equipment by addition of a new city service truck with full equipment and that they add about seven firemen to the department force, making possible the adoption of a two-platoon system. These changes, it was forecast, would result in insurance savings to property owners of some \$25,000 annually.

Protest Favors to Auto Club

LANSING, MICH., July 17—Use by the local branch of the Detroit Automobile Club of the municipal tourist information booth, located in front of the state capitol and operated in past years by the police department, has brought a strenuous protest to the city council from local insurance men, members of the Lansing Association of Fire & Casualty Underwriters.

The aldermen were informed, in an official communication from the agents, that the discrimination in favor of an organization which sells automobile insurance on a competitive basis was considered most unfair to Lansing insurance men.

The agents' letter, while confining itself purely to a protest at the turning over of a public service of this sort to a private organization and urging that the booth again be operated directly by the city, is taken to indicate that the Lansing agents will combat all future efforts of the auto club to obtain free advertising and prestige by offering to undertake special services of this sort.

Try Out Forest Fire Methods

LANSING, MICH., July 17—Another advance in forest fire reduction which may make feasible extension of insurance facilities to standing timber, as predicted by some underwriters, is seen in Michigan's recent acquisition of an experimental tract where fire-fighting methods and apparatus will be tried out by the conservation department's forces.

H. J. Andrews, chief fire warden, announced that 1,300 acres in Roscommon county have been set aside for this purpose. The tract contains many different kinds of timber, varying in stages of growth and typifying virtually the entire northern Michigan forest fire zone. Fire-fighting equipment, which has been

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Aircraft Property Damage.
Fine Arts.
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Owned and Operated by Niagara

purchased in quantity within the past few years by the conservation department, will be given thorough tests in actual service on the "proving ground." Mobile pumpers such as have been stationed throughout several forested districts, ploughs, tractors and items of small equipment, will all be tried and their actual efficiency in combating forest fires determined.

Egyptian Fire Fighters Meet

The Egyptian Fire Fighters Association held their annual meeting at Marion, Ill., on July 15, representatives of 78 southern Illinois fire departments being in attendance. Chief Alfred Herring of Murphysboro, Ill., founder and president of the organization, presided. John C. Gamber, former state fire marshal, spoke on "Fire Prevention as We Need It Today."

The association was formed at Marion five years ago with but six towns represented.

Hold Filing of Proof Not Waived

LANSING, MICH., July 17—Discussion of a claim between the assured and an adjuster for the company does not operate as a waiver of the filing of a proof of loss, as required by the policy terms, it is held by the Michigan supreme court in John B. Stradford vs. National Reserve.

The company insured Stradford's barber shop and a fire occurred. The insured notified the company and a representative interviewed him about the blaze. Stradford, however, failed to file a proof of loss within the time limit provided in the policy and finally brought suit against the company when the claim was not paid. The lower court judge found for the defendant on the ground that the insured had not complied with the terms of the contract, which is affirmed by the higher court.

Revising Michigan Rules

LANSING, MICH., July 17—As the first of a number of rules revisions by the Michigan Inspection Bureau, new rules for use and occupancy have been officially filed with the Michigan department. The rates are somewhat altered and classes are simplified, being reduced from four to two, while methods of figuring classes and losses are also simplified.

Rumors of a general revision of the rules book by the bureau have been officially confirmed through letters to Michigan agents advising them to hold up their renewals until after July 20. Extensive revisions are being submitted to the department, it is understood, including

ing changes in dwelling rates through inclusion of certain special hazards now charged for. It is believed generally, however, that rates will be slightly increased for unprotected dwellings.

Practices are to be simplified generally and forms shortened, it is said.

Michigan Agencies Incorporate

LANSING, MICH., July 17—The Shannon Agency of Detroit and the Lake Shore Finance Corporation of St. Clair Shores have filed articles of incorporation, including in their powers the operation of insurance agencies. The Detroit agency is capitalized at \$50,000. Its incorporators are R. L. Shannon, J. J. Hanna and Tom H. Bartel, all of Detroit. The St. Clair Shores company has as its incorporators L. D. Boomer and George A. Fresard of Detroit and Benjamin H. DeClair of St. Clair Shores.

Michigan Notes

The second jury trying Dr. Alex Pearson, former prominent Ann Arbor physician, on a charge of arson connected with the burning of barns on his farm in Livingston county last fall, failed to arrive at a verdict after 21 hours of deliberation at Howell, Mich. Judge Collins set Sept. 23 as the date for a third trial.

Five large buildings and several smaller ones were destroyed at Montrose, Mich., in a fire which threatened to destroy the entire business section of the village. Fire companies from Flint, Flushing, Clio and Chesaning helped to control the blaze after a hard fight. Aided by a favorable wind, their efforts proved successful after loss estimated at more than \$25,000 had been sustained.

Illinois Notes

J. J. Mohan succeeds to the Holland & Mohan agency of Streator, Ill. Mr. Holland died some time ago.

Harry King has purchased the McKee Insurance Agency of Tuscola, Ill. The late A. A. McKee, head of the agency, died recently after being in the local business for 50 years.

Fire last week destroyed a warehouse of the Ralston Purina Company in the rear of 200 St. Clair avenue, East St. Louis, Ill. The loss was estimated at \$170,000. Three carloads of feed on a side track were also destroyed. The loss was covered by insurance.

Indiana Notes

Commodore Goad, 55, a well known insurance man of Booneville, Ind., dropped dead there recently. He suffered a heart attack caused by the extreme heat.

STATES OF THE NORTHWEST

TOWN PRACTICALLY RUINED

Tornado Does Damage Estimated at \$500,000 In and Around Three North Dakota Hamlets

GRAND FORKS, N. D., July 17—Estimated damage of \$500,000 was done by a tornado and windstorm which struck Devils Lake, Crary, and Ardoch on July 11. The storm covered an area of about five miles long and six miles wide. Crops in the path of the tornado were damaged by rain and hail as well. Nearly every structure in Crary was badly wrecked. The roof was torn off the First National Bank building and the Catholic church was moved eight feet off its foundation. At Devils Lake railroad cars were turned over. Grand Forks and Walsh counties, N. D., and Polk and Marshall counties, Minn., were damaged to the amount of \$40,000 to \$50,000 by a storm the same night.

Will Improve Fargo Protection

FARGO, N. D., July 17—Nearly \$20,000 additional for the fire department of Fargo will probably be included in the budget for the fiscal year, to meet the requirements of the General Inspection Bureau of Minneapolis. C. J. Lund, assistant manager of the bureau, appeared before the city commission, citing the fact that Fargo is now in Class 4, but is in danger of dropping unless steps are

taken to reduce hazards. His recommendations called for additional men, the purchase of a pumper, the erection of a new fire hall and inspection of property, completion of part of the measures being sufficient to maintain the present classification. Purchase of a pumper at a cost of about \$13,000 was considered and the addition of four men to the staff is planned. Selection of a site for the new fire hall will be taken up at a later date.

Explosion Causes Fire

WAUKESHA, WIS., July 17—Fire caused by a minor explosion in the finishing room of the Furniture Specialties Company here, burned out the entire interior and contents of the furniture concern, and caused a heavy loss to the I. B. Rowell Company, manufacturers of fire implements, who occupied the same building.

The damage was estimated by William Casper, manager of the Western Adjustment at Milwaukee, as amounting to about \$70,000 at the outside. Insurance on the building and contents of the Furniture Specialties Company is said to be \$30,000, with about \$32,000 insurance on the Rowell company building.

Consider Collective Advertising

MILWAUKEE, July 17—The Milwaukee Board has appointed a committee to consider the subject of collective advertising to advance the interests of the fire insurance business in the Milwaukee district, and to educate the public on matters relating to fire insurance. Mon-



The Slacker

IN early Philadelphia life was made miserable for the "slacker" at the fire who did not join the bucket brigade in fighting a blaze. There were even times when more attention was devoted to the slacker than to the fire itself.

Two lines were formed from the fire to the nearest pump or well. It was the duty of those in one line to pass up full buckets from the source of the supply to the blaze. The other line of men passed back the empty buckets. Those who were idle or who tried to break through the lines got a soaking.

The Franklin Fire Insurance Company has never played the role of a "slacker" in the drive to curtail fire dangers. On the contrary it has always been a leader in fire prevention activities to the benefit of its local agents as well as to the nation at large.

The Franklin Fire Insurance Co. of Philadelphia

WILFRED KURTH, President



REPUBLIC

AUTOMOBILE INSURANCE CO.

HOME OFFICE DETROIT, MICHIGAN

I am constantly calling on Republic agents who are unusually successful in selling automobile insurance. I would be glad to tell you about their plans and methods for getting the business. Drop me a line.

The Republic Special

An "Exclusive
Automobile Writing Company"

Chicago Office
A 1915 Insurance Exchange Bldg.

TERRITORY
OPEN in

Ohio
Illinois
Indiana
Michigan



Reasons Why—

Belief in Iowa. Pride in its accomplishments. Faith in its future. These are the reasons why the Iowa National Fire has gone to such great lengths to render such incomparable service to the citizens of that state whose name it so proudly bears.

Promptness, here, is habitual.

Fire
Lightning
Tornado
and
Automobile
Insurance

**IOWA
NATIONAL
FIRE INSURANCE
COMPANY**
DES MOINES, IA.

Write for
Agency
Openings
in Iowa

roe Porth of Ed. Porth & Sons is chairman.

Plans are also advancing on the extension of the activity of the Milwaukee Board to the whole of Milwaukee county. With the initial steps recently completed on this project it will be furthered during the remainder of the summer, and taken up more actively this fall.

W. J. Cisel has been elected to membership in the Milwaukee Board succeeding A. R. Glann, resigned.

Few Insurance Bills Expected

MADISON, WIS., July 17.—Although the Wisconsin legislature is continuing in session late into the summer with a number of insurance laws still to be passed upon, some little change in the insurance laws is expected.

One change which is of interest to insurance companies and agencies is the reduction of the state fire fund rate from 75 to 60 percent of the stock rate, which became law at this session. Another assembly bill providing that all exceptions in insurance policies be printed in bold faced type so that they can be readily seen is scheduled for an early hearing.

An assembly bill to attempt standardization of town mutuals has passed the assembly and is now before the senate. The Polakowski bill to set up a state fund to pay losses incurred through automobiles has been killed.

Add to Inspection Bureau Force

MILWAUKEE, July 17.—Henry Eckelman, N. C. Narten and Charles Jens, students of Armour Institute, have been appointed to the Wisconsin Inspection Bureau force at Milwaukee. Arthur Jens, also of Armour Institute, has been appointed to the Madison branch and Jed Kennedy to the Oshkosh branch.

Fire Prevention Changes Proposed

MINNEAPOLIS, July 17.—Nathan Harris, engineer for the board of estimate and taxation, has recommended that all fire prevention activities be centered in one bureau instead of being divided be-

tween five units, as at present. Mr. Harris proposes to cut the force from 22 to 21 and the budget from \$73,920 to \$47,600. The extra men would be released for active fire fighting duty.

All inspection and fire investigation service would be in the hands of this bureau, thus greatly increasing the efficiency of the work.

Drastic Fireworks Bill Passed

MADISON, WIS., July 17.—Safety and fire prevention workers won a victory when the Wisconsin senate took up the Polakowski measure, providing for drastic regulation of the sale and use of fireworks, and adopted it by a vote of 23 to 6 as a substitute for the Buntin bill, which had passed the assembly and which merely would have prohibited the sale and use of fireworks containing poisonous substances.

North Dakota Hail Losses Heavy

BISMARCK, N. D., July 17.—Heavy hail losses occurred throughout North Dakota the week ending July 12, according to a report from the state hail insurance department. A total of 1,616 claims were reported that week, a new high record for this year. The number of claims reported this season is 3,611.

Minnesota Notes

Miss Alice Myrtle Nelson and O. H. Clark were married July 6 at Winona, Minn. Mr. Clark is associated with his father in the Clark & Clark agency of Winona. They are on a honeymoon trip to the Black Hills and Yellowstone National Park.

The engagement of Miss Margaret Selts of Winona, Minn. to E. D. Griffith, Jr., Minneapolis, has been announced. Mr. Griffith is a member of the firm of Wentworth & Griffith, Minneapolis local agents. The marriage will take place in September.

O. G. Hendricks, president of the Campbellsport Mutual Fire, serving from its organization as vice-president until his election as president in 1911, died at Campbellsport, Wis., following a brief illness.

IN THE MISSOURI VALLEY

IMPROVEMENTS ARE NEEDED

National Board Engineers Make Recommendations for Bettering Fire Fighting Condition at Wichita

The National Board engineers in reporting on Wichita, Kan., made some recommendations as to needed improvements. The engineers declare that arterial reinforcement of the whole distribution and system is needed. In 1923 the National Board recommended the installation of mains for this purpose. The engineers declare that dead ends should be eliminated as far as practicable. There should be additional hydrants installed.

Engineers' Recommendations

The engineers recommend the installation of additional hydrants and gate valves, the removal of all combustible material in the pumping station; additional manning for the fire department, especially in the downtown companies; each hose-carrying company to be supplied with at least 200 feet of 3-inch hose; response to alarms in the business district to be four engine or hose companies, two ladder companies, and a water tower; another chief officer, battalion or assistant chief, on duty at all times and at least one more engine company; the installation of more fire alarm boxes and the systematic education of the public by means of lectures, newspaper publicity and the distribution of printed cards showing box locations, to the importance of using the fire alarm system for the transmission of alarms of fire. Special attention is called to recommendations of the 1923 report, relative to the prohibition of combustible roof coverings throughout the city on all new or repaired roofs, and the adoption by ordinance of a complete code of

regulations governing the sale, storage and transportation of all explosives and inflammables.

Holland Made Assistant Superintendent

Joseph F. Holland, assistant attorney general for Missouri, has been appointed assistant superintendent of insurance to succeed J. A. Rathbun, resigned. Prior to his appointment as assistant attorney general last January Mr. Holland was a political reporter for the St. Louis "Star." He also worked at various times on the St. Louis "Post-Dispatch" and "Globe-Democrat."

Superintendent Thompson explained that the increasing importance of legal work in his department made the appointment of an attorney as assistant superintendent advisable.

K. C. Department Improved

KANSAS CITY, MO., July 17. — The Kansas City fire department is in far better condition now than five years ago, reports Thomas J. Hardwick of the National Board. Detailed surveys of every phase of fire fighting are being made. Three or four more weeks will be taken to complete the inspection of every activity of the fire and water departments.

Sprinkler Leakage Not Included

ST. LOUIS, July 17.—United States District Judge Faris holds that the Missouri statute on "vexatious delay" does not apply to sprinkler leakage cases. The ruling was given in the case of Edward F. Mangelsdorf & Bro. vs. Firemen's of Newark, involving \$20,000. Counsel for the plaintiff sought to include \$2,500 for attorneys' fees and 10 percent of the amount sued for vexatious delay.

The defendant denied that the vexatious delay statute applied to sprinkler leakage and held that it could only apply to the forms of insurance specified, fire, lightning, tornado, life, health, accident, employers' liability, burglary and ma-

rine. This view was sustained by Judge Paris, who said that the final clause, "or other insurance," could not have general application, but that in view of the itemization of the forms of insurance affected the term must be construed strictly.

Plan State Fair Booth

KANSAS CITY, MO.—Plans for an educational display booth at the Missouri state fair, to be held at Sedalia the latter part of August, have been made by the Missouri State Fire Prevention Association. The association has featured the booth for several years past and it has become quite an institution. The red helmets which the association passes out each year always stir up the enthusiasm of children.

Nebraska Hail Losses Continue

LINCOLN, NEB., July 17.—Hail storms continue to cause considerable losses in Nebraska. Recent reports are from Hall, Merrick and Howard counties, with a number of losses to wheat and corn complete, while others run as high as 75 per cent. Hail stones as large as hen's eggs are reported from a number of localities this year.

Omaha Losses Mounting

OMAHA, July 17.—Omaha fire losses have been mounting in recent weeks. Following the \$100,000 loss to the Binn & Jenkins Paper Company, nearly all of it borne by insurance companies, the Fred Parks & Son Wallpaper & Paint Company, in the heart of the south side business district, caused \$20,000 damage, fully covered by insurance.

Sues Mutual for Reward

DES MOINES, July 17.—Shan Campbell has filed suit here asking judgment

for \$1,000 against 113 insurance companies, known as the Iowa Association of Mutual Insurance Companies, the amount of reward that Mr. Campbell claims is due him for the arrest and conviction of a man who set fire to his house to collect \$800 insurance. In a second suit, Mr. Campbell asks a similar amount from the Farmers Mutual Fire for the same reason.

He says that at the annual convention in 1927 it was agreed that a reward of \$1,000 would be paid any person, not a peace officer, who brought about the arrest and conviction of each person guilty of arson where any mutual which was a member was involved. The conviction had to carry with it a sentence of at least three years.

Mr. Campbell, according to his petition, secured a written confession from Joe White, March 24, to the effect that he burned his home near Altoona and collected \$800 insurance. White pleaded guilty and was sentenced to serve five years in the penitentiary.

Lightning Bolt Kills 18 Steers

TOPEKA, KAN., July 17.—Eighteen steers were killed by a single bolt of lightning near Clements, Kan., said to be the heaviest live stock loss from a single bolt of lightning ever known in Kansas at least. The previous record was 13 animals killed by a single bolt. W. B. Gasche, president of the Alliance Cooperative of Topeka, settled the loss within a week after it occurred, paying the owner of the cattle \$100 a head.

In a heavy storm the steers drifted with the wind and rain until they came up to the barbed wire fence that enclosed the pasture. They stopped at the fence with their backs to the beating rain. Lightning struck a fence post about 100 yards from where the cattle were standing and followed along the wire fence. The 18 steers that were standing with their heads touching the fence were instantly killed.

STATES OF THE SOUTHWEST

TEXAS WHEAT SETS RECORD

Big Money Being Received for Present Year's Crop Means Increased Prosperity for Entire State

DALLAS, July 17.—Texas grain growers are now harvesting the largest wheat crop ever recorded, estimated by the most conservative at 38,000,000 bushels. Further, they are receiving the comfortable price of \$1 per bushel, since the Canadian and United States spring wheat crop is rapidly deteriorating under adverse weather conditions, whereas late rains added several million bushels to the Texas yield.

With new and expeditious methods of handling, the bumper crop is proving a bonanza rather than the boomerang it would have been considered only a few years ago. Crop costs have thus been cut to a minimum and the larger part of the \$35,000,000 represented by the present crop will prove profit to the farmer and, in turn, be distributed throughout the entire area to the merchants, with resulting improvement of business for the insurance companies.

Proceeds Widely Distributed

Since much of the wheat from the state is being taken by Texas milling companies, the new condition of affluence induced by the ready disposal of the grain at a fair price is already being reflected in merchandising conditions at the terminals, which are glutted with the staple grain. With the reduction in production being now realized in Oklahoma and anticipated for the American northwest, a lively European demand is expected to materialize shortly, which will result in moving the grain through Texas to the ports for shipment abroad, distributing the wealth from the 1929 crop over even a larger area than is now the case.

Grain men are urging the storing of all wheat possible in order to avert a precipitate decline in the price on the market before the full harvest is in. A

movement is on foot to build several additional elevators at Dallas large enough to store 10,000,000 to 15,000,000 bushels of grain. Such a move would enable the farmers to hold their grain until favorable marketing conditions obtained and would make Dallas the largest inland grain market in the world. Those informed believe that the grain area will expand from year to year, since there are millions of acres of virgin grain land yet untilled in the Panhandle and as railroads are built into the far reaches of the section, increased production will result.

Consider Shingle Roof Ordinance

OKLAHOMA CITY, July 17.—The city commission is considering passing an ordinance prohibiting the use of shingle roofs as a fire menace. In 1913 an ordinance was passed prohibiting new shingle roofs and placing restrictions on old ones, but that ordinance was set aside in 1924. C. T. Ingalls, manager of the Oklahoma Inspection Bureau, recently submitted recommendations for a new ordinance to the city council. The matter has been referred to City Manager Fry and Fire Chief Goff for investigation.

Fidelity Union Appointments

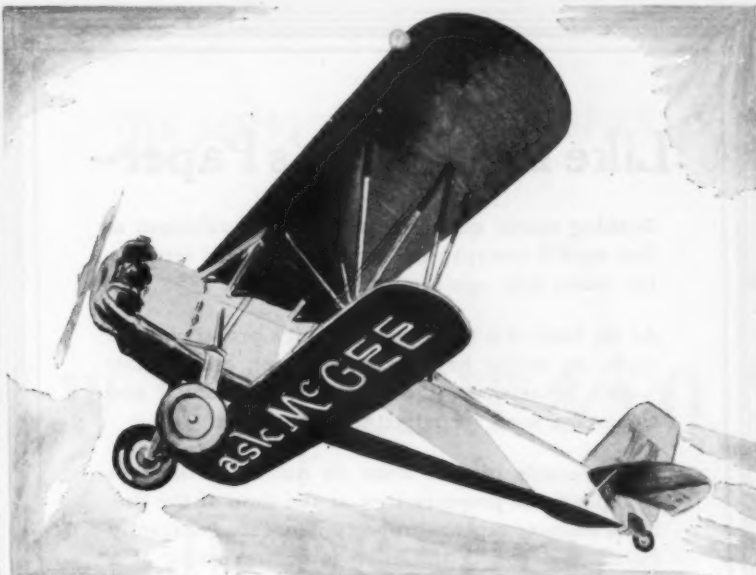
Two Texas appointments by the Fidelity Union Fire of Dallas are announced. J. B. Hamlett has been appointed field supervisor in central Texas. J. M. Cook will supervise 21 counties in the Panhandle of Texas as district agent at Amarillo.

Get Union Membership

Trezevant & Cochran of Dallas, Texas, become members of the Western Union for the Granite State in Oklahoma, they being general agents.

Fewer Fires in Oklahoma

OKLAHOMA CITY, July 17.—A reduction of approximately 10 percent in the number of fires occurring in Oklahoma in the first five months of 1929 is shown by a report filed by C. R. O'Neal, state fire marshal. The loss for this period is



HEADS UP! Mr. Local Agent

LOOK to the sky for a source of large premiums from now on. Aircraft Damage Insurance offers a new source of large premiums for the wide-awake local agent.

The hazards of falling aircraft parts and cargo mean two things in the field of insurance—

- losses to property owners who are not insured
- additional premiums to agents and brokers who will write Aircraft Damage Insurance

When a two-ton airplane falls on a building, nothing short of Aircraft Damage Insurance will protect the property owner. Steel-skeleton buildings may be warped by such impacts; brick or frame buildings crushed like egg shells. Almost invariably the motor will tear loose from the plane and go on through walls and floors causing great damage.

Rates are reasonable, 10c per \$100.00, or with 50% co-insurance, 5c per \$100.00. Special rates for large buildings make Aircraft Damage Insurance attractive to the large property owner. Every home owner is interested, too, particularly those near airports or under air-lines.

Aircraft Damage Insurance is just one of the more than fifty unusual insurance coverages offered by McGee & Co. through local agents and brokers everywhere. It will pay you to learn more about them.

Send for Booklet Describing in Detail Rates and Coverages of These Unusual Policies

IF YOU DON'T KNOW WHERE TO PLACE IT

ask M'GEE

MARINE—AVIATION—ALL RISKS

WM. H. McGEE & CO., Inc.

E. D. LAWSON
Vice-President and Western Manager
Insurance Exchange Chicago

HEAD OFFICE
McGee Building
11 S. William St. New York

Mr. Insurance Broker—

One of the best means of proving a fire loss is to have an authoritative appraisal as evidence—indisputable evidence. In suggesting an appraisal to your client, to safeguard his interests, it would be well to mention this fact.

G. C. Hetlage & Co.

Experienced Appraisers

Planters Building

St. Louis, Mo.

Like Last Week's Paper--

Nothing seems quite so outdated and valueless as last week's newspaper. Items that proved interesting seven days ago are forgotten today.

At the time of a loss to your client's property, book costs, no matter how accurately kept, are like last week's newspaper—these costs are outdated and cannot be used for adjustment purposes.

Book records of past costs do not show the cost to replace the property new at the time of the fire. Since costs to replace property items are constantly fluctuating, and depreciation is not occurring at a uniform rate, book records do not show true value.

The only sound method of determining the present day value of your client's property is by an appraisal. A Lloyd-Thomas appraisal will show whether or not you are using correct values in placing insurance upon your client's property.

"WHAT IS AN APPRAISAL?"—It is a complete classified inventory of insurable property (except stock, merchandise and raw materials). Each item of property is valued at today's cost to replace new. The amount of accrued depreciation is determined and the sound insurable value is given.

"ITS ADVANTAGES"—1st—It discovers insurable values that have long been written off the books through unsound depreciation—2nd—It gives the agent, the assured, and the companies value facts of property. 3rd—It makes for adequate insurance protection, for in nearly every instance it calls for additional insurance.

The Lloyd-Thomas Co.

RECOGNIZED AUTHORITIES ON PHYSICAL VALUES



4411 Ravenswood Ave., Chicago
120 Broadway, New York

Cincinnati
St. Louis
Denver
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Cleveland
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Kansas City
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London

Risk-free Cleaning

TO eliminate the hazards of cleaning with volatile, combustible and explosive materials, recommend safe, risk-free Oakite methods.

Oakite materials are non-explosive, non-inflammable,

non-injurious. They are safe to use and to store.

Write or telephone our nearest Service Man. He will call and tell you how Oakite methods reduce fire hazards. No obligation.

Oakite Service Men, cleaning specialists, are located in the leading industrial centers of the U. S. and Canada

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OAKITE

Industrial Cleaning Materials and Methods

given as \$991,506, compared with 1,021,528 for the same period of 1928.

Conflagrations were largely centered in three large fires at Mangum, where the loss of several business houses ran up the general total; at Purcell, where an elevator, cotton gin and school house fire resulted in serious loss, and a large

furniture house at Muskogee. Except for these three towns, the loss was considerably lighter than in previous years, the report showed.

The Texas Blue Goose held its annual meeting at Wa-Hoo Lake, Dallas, July 15.

IN THE SOUTHERN STATES

SEE SEPARATION SURE ISSUE FORD IS ALABAMA SECRETARY

S. E. U. A. Not Expected to Take Action This Week Although Some Members Favor It

Separation is expected to be one of the outstanding questions up for discussion at the meeting of the executive committee of the Southeastern Underwriters Association at Asheville, N. C., this week. It is believed, however, that no decisive action will be taken at this time, although there are said to be some members who desire definite action before the nonaffiliated companies enter any more clear agencies in the territory.

Activities of the Public Fire of Newark and the Germanic Fire of New York, both of which within the last few months have entered several clear agencies in S. E. U. A. territory, have brought separation to the fore again in the south. S. E. U. A. territory is unusual because membership of the association includes nearly all companies.

The situation is complicated by the general belief that the Firemen's of New York and affiliated companies would withdraw immediately from the S. E. U. A. if separation were put in force, and this is considered the chief obstacle to be overcome in solving the problem.

ALLIN WILL QUALIFY AS KENTUCKY COMMISSIONER

LOUISVILLE, July 17.—It became known during the week that Bush W. Allin, insurance agent and banker of Harrodsburg, Ky., who was appointed insurance commissioner of Kentucky several months ago, has decided to qualify for the post. Mr. Allin postponed acceptance of the office for months while getting his affairs into shape to accept it. He has arranged to employ W. J. Recktenwald as one of his assistants, to be located either at Lexington or Frankfort. Mr. Recktenwald has resigned from the Reutlinger & Co. general agency of Louisville to accept the post. Mr. Recktenwald for several years was connected with the Reutlinger office at Lexington, handling general coverage insurance contracts on tobacco of the Burley Tobacco Growers Cooperative Association, and after the pool closed out, he joined the Reutlinger force at Louisville.

Florida Insurance Tax Heavy

JACKSONVILLE, FLA., July 17.—The Florida department announces that the taxes from insurance companies for the year ending June 30 totaled \$1,049,469. The expenses of the department are less than 12 percent of the receipts, leaving 98 percent to go back into the general fund. Only the levy on real and personal property brings in more taxes than the insurance division.

Wheeler Was Misquoted

In the transmission of a dispatch from Jackson, Miss., in regard to the annual meeting of the Mississippi Rating Bureau, the word "not" was inserted in the paragraph referring to the report of Lloyd T. Wheeler, manager of the bureau, in regard to the attitude of towns of the state on improvements suggested, which gave just the opposite meaning to Mr. Wheeler's statement. He reported that the towns in Mississippi were showing splendid cooperation in eliminating small water mains and in passing ordinances requiring electricians to be bonded.

Birmingham Local Agent Has Been Secured to Take the Post in State Association

Joseph M. Ford of the local agency of Ford, Myatt & Ebaugh of Birmingham has been chosen secretary and treasurer of the Alabama Association of Insurance Agents to succeed Ed. S. Moore of that city, who has served in that capacity for nearly 20 years. At the annual meeting Mr. Moore announced his intention to retire, saying that he felt he could no longer give the office the time and attention it deserves. Mr. Ford is 34 years of age and went to Birmingham from Nashville in 1910. He has been in the local business for 17 years. He was in an aero squadron during the war. Enoch Morris, a young man in his agency, who is very much interested in association affairs, will act as assistant secretary and do the detail work. Mr. Morris is a student of insurance and was a member of the honor group in the school of insurance at Birmingham Southern College last term. Charles L. Gandy of Birmingham is president of the organization.

Richmond Officers Reelected

RICHMOND, VA., July 17.—Herbert R. Race was reelected as president of the Insurance Exchange of Richmond at its annual meeting. Other officers were also reelected. They are: Irving J. Straus, vice-president; Archer L. Richardson, secretary-treasurer. Two new directors were chosen, Horace H. Munson and Donald C. Hancock. Report of the secretary-treasurer showed that the exchange closed the year with a total membership of 52. President Race did not submit a report. Guests of honor were Attorney-General John R. Saunders and his brother-in-law, Congressman Andrew J. Montague of the Richmond district. Several legislative candidates from Richmond were also guests of the insurance men.

Refund Plans Still in Doubt

LOUISVILLE, July 17.—Many questions are being asked by agents, field men and assureds as to when the refund on the excess premiums collected under the 12½ percent increase will be sent back to the assured and the methods of handling the return. About all that is known is that the returns will be made through the state auditor to the local agent who wrote the business and by the latter to the assured. G. H. Parker, manager of the Kentucky Actuarial Bureau, when asked about this matter, stated that another meeting would be held this week before Federal Judge Cochran at Lexington, Ky., attended by the various interested parties, at which time agreement would probably be reached regarding the methods to be used in returning the money.

Jury Upheld on Appeal

FRANKFORT, KY., July 17.—Upholding the verdict of the jury, which was contrary to the testimony of engineering and lightning experts, the Kentucky court of appeals has ordered judgment against the Caledonian and 15 other companies for \$27,000 in a suit brought by S. M. Naifeh of Hickman. Naifeh's building collapsed when surrounded by flood waters of the Mississippi, and the experts testified that the collapse was due to the weakening of the foundation and walls. Other testimony was to the effect that a thunderstorm was in progress at the time and this was the only evidence of a lightning loss. Nevertheless, the jury

found that the loss was caused by lightning.

Opens Atlanta Branch Office

ATLANTA, July 17.—The Reinsurance Company of America has opened a branch office in Atlanta at 1115 Hurt building. The new branch, of which Allan Rutledge is manager, will cover all of the southern states.

Thrall & Co. Appointed

E. C. Thrall & Co. of Jacksonville, state agents for six of the Corroon & Reynolds companies in Florida, have been appointed state agents of the Republic Fire and the Globe Fire, of Pittsburgh, for the state of Georgia. An office probably will be established in Atlanta soon.

Seeking Kentucky Field Man

LOUISVILLE, July 17.—Guy W. Funk of the Automobile of Hartford was in the city recently, looking for a field man in Kentucky, which has been without a regular man since Ray F. Owens was transferred to western territory. R. M. Simpson of Cincinnati, who covers the Ohio territory, has been looking after Kentucky for some months past.

Knapp Back with Reutlinger

LOUISVILLE, July 17.—Edward S. Knapp, special agent for the Reutlinger & Co. general agency at Louisville, after being away from that company for nearly a year, in the automobile business, has returned to his old position. Russell E. Gleason, from the Kentucky Actuarial Bureau, has joined the Reutlinger organization as an engineer.

Kentucky Notes

J. E. Chittenden, state agent in Kentucky for the North America, has returned to his office after a few days

spent at the western department in Chicago.

J. D. Harne, Louisville independent adjuster, and formerly in the field for the North America farm department, has joined the Louisville office of the Western Adjustment as adjuster.

George W. Lilly, manager of the claim department of the America Fore group, Chicago, was a recent visitor to Louisville in connection with changes made in the adjustment force in Kentucky.

J. M. Macke & Co. of Covington, Ky., have filed articles of incorporation. The capital of the company is \$20,000 and it will write all lines of hail insurance. The incorporators are J. M. Macke, Russell Scott and James C. Rogers.

Col. W. P. Swope, state agent in Kentucky for the American Eagle, has transferred the company from the Davis & Wilkinson office at Lexington to the Hollihan Insurance Agency. The Continental was already in the Davis & Wilkinson office.

The Peterson Insurance Agency and the Cooper Insurance Agency, both of Cynthiana, Ky., have merged under the name of Cooper-Peterson Agency. C. A. Cooper will be the active manager and Hanson Peterson, owner of the Peterson agency, will retain a connection with the firm.

Virginia Notes

Earl B. Combs, assistant fire rate clerk in the Virginia bureau of insurance, and Miss Thelma Opal Earnest, daughter of Mr. and Mrs. Clyde T. Earnest of Richmond, were married July 12.

Miss Elizabeth McClung Gibson, daughter of George A. Gibson of Gibson, Moore & Sutton, Richmond, Va., will be married in the fall to John Delafield Du Bois of New York.

Mutuals were on the Rossion Lumber Company fire at Richmond which resulted in estimated loss of \$30,000 last week, no stock companies, so far as could be learned, being on the risk.

Fire which swept the warehouse of the H. M. Gleason & Co., dealers in feed, seeds and fertilizers, Charlottesville, Va., resulted in estimated loss of \$35,000, fully covered by insurance.

ON THE PACIFIC COAST

BLUE GOOSE HONORS BONNER

Kelly and Maudsley of Yorkshire Also Honor Guests at Luncheon in San Francisco

SAN FRANCISCO, July 17.—Claude A. Bonner, recently appointed western branch manager of the Aetna Life and affiliated companies, was guest of honor at a luncheon tendered him by the San Francisco Blue Goose, where he was fittingly and eloquently welcomed by John H. ("Dad") Schively, secretary of the Insurance Federation of California. Later in the week he was guest of honor at a dinner given by W. L. Mooney, vice-president of the Aetna, and the staff of the office under his management.

In replying to Mr. Schively's address of welcome at the Blue Goose luncheon Mr. Bonner deplored the encroachment of the government into business and urged the companies and men to conduct their affairs so that they could meet officials or the public generally with clean hands. He urged that they keep their house in such order that they could go before the court of public opinion fearlessly.

Wallace Kelly, recently appointed Pacific Coast manager of the Yorkshire Indemnity and Seaboard Fire & Marine, and W. T. Maudsley, general manager of the Yorkshire, who has been visiting the coast, were also guests of honor at the Blue Goose. Mr. Kelly, who is past most loyal gander of the New York pond, expressed his desire to become affiliated with the local organization. Mr. Maudsley expressed himself as feeling that more English company officials should visit the United States. "In fact," said Mr. Maudsley, "as many Englishmen should come to America as there are American insurance men visiting England." Following the meeting Mr. Maudsley in company with McClure

Kelly, Pacific Coast manager of the Yorkshire Fire and brother of Wallace Kelly, left for the Pacific northwest, from which point Mr. Maudsley will return to the eastern seaboard on his way back to England.

Maritzen in Charge

J. L. Maritzen, who has become vice-president and general manager of the Union Automobile and the California Union Fire of Los Angeles, was formerly owner of the Pioneer Casualty of Los Angeles. He is regarded as an experienced and able executive.

Charge Carelessness in Mill Valley

SAN FRANCISCO, July 17.—Charging carelessness of authorities and lack of proper precautions were responsible for the recent disastrous conflagration in Mill Valley, a circular prepared by some of the leading citizens of the town is being circulated through Marin county. Mayor Adolph Eberhardt and other officials of the town characterize the accusations as unwarranted and it is announced that the charges contained in the circular will be discussed in the early future at a mass meeting of town trustees and citizens. Meanwhile a constructive program for rebuilding the burned area is being outlined.

New Pacific Board Member

SAN FRANCISCO, July 17.—The Central Union Fire of Hartford, running mate of the Scottish Union, and the Georgia Home have been admitted to membership in the Pacific Board. The Central Union will be represented in this territory by H. W. Fores, general agent, and the Georgia Home by the Thos. F. Finn-Gus A. Elbow general agency.

Enlarge Los Angeles Offices

The Associated insurance companies, comprising the Associated Indemnity and Associated Fire & Marine, have

THE SERVICE THAT SATISFIES

W. W. VINCENT & CO. INSURANCE

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CHICAGO

111 John Street
NEW YORK

FIRE RE-INSURANCE Treaty and Facultative

RE-INSURANCE CORPORATION OF AMERICA

60 JOHN STREET, NEW YORK, N. Y.

President
HORACE R. WEMPLE

Secretary
H. D. BURROUGH

FINANCIAL STATEMENT as of January 1, 1929

ASSETS	
Bonds and Stock (Book Value).....	\$1,227,253.93
Collateral Loans	500,000.00
Cash in Banks	119,305.96
Agents' Balances	306,884.02
Accrued Interest	10,326.95
Market Value Stocks and Bonds—over Book Value	908.92
Agents' Balances over 90 Days.....	\$2,164,679.78
Total Assets	10,387.07
	\$2,154,292.71
LIABILITIES	
Reserve for Losses.....	\$ 95,357.82
Unearned Premium Reserve.....	901,544.18
Other Reserves	20,000.00
Capital	\$300,000.00
Surplus	837,390.71
Surplus to Policyholders.....	1,137,390.71
Total Assets	\$2,154,292.71

Division Offices

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Pacific Coast Dept.
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Surplus to Policyholders \$1,039,042.00

An independent Ohio Company with a record of more than 60 years of
honorable dealing with Agents and Assureds

taken an additional 5,000 square feet of space in the subway terminal building, Los Angeles. With the addition of this space the companies now occupy the entire eighth and ninth floors of the north wing of this building. The executive and underwriting offices of the branch will be on the eighth floor, with the claims departments occupying the entire ninth floor. The Associated Indemnity's surgical department also occupies a large area in the same building.

Issues Warning to Motorists

SAN FRANCISCO, July 17.—Governor Young has issued a statement on fire prevention in which California motorists are warned in no uncertain terms as to what they may expect if they persist in throwing cigarettes and burning tobacco from their cars. With "arrest, fine and imprisonment" as the result of this misdemeanor, the governor points out that traffic officers throughout the state have been instructed to enforce rigidly the law which forbids the throwing of burning articles from a moving vehicle.

This statement follows the enactment by the legislature of a bill making the carrying of ash containers mandatory while driving through a forest area. The bill in its original form called for ash trays in every car driven in California but was amended before passage.

New Tucson Agency Opened

TUCSON, ARIZ., July 17.—The Tucson Insurance Company, with James Charles as president, has just opened offices at 31 South Fifth avenue. Associated with Mr. Charles is C. J. Houge, an eastern winter visitor in Tucson since 1922, but now becoming a permanent resident. He is secretary-treasurer of the new company.

Mr. Charles was formerly with the United Bank & Trust Company of this city and later with the Triplett Building Company, in each case in charge of the insurance department.

Simpson in Northwest

SAN FRANCISCO, July 17.—H. L. Simpson, Pacific Coast manager of the Connecticut, Westchester and Virginia Fire & Marine, is on an agency tour of the Pacific northwest. Before returning to San Francisco Mr. Simpson will attend the convention of the Pacific Coast Association of Fire Chiefs in Vancouver July 23-26. He has been invited to speak before this meeting on cooperation between fire insurance companies and the fire fighting forces of the United States.

Meet To Ratify Commission Plan

SAN FRANCISCO, July 17.—The Pacific Board is to meet July 18 for the purpose of ratifying its previous action in adopting a new schedule of commission to be paid local agents. The opinion is general in fire insurance circles in San Francisco that the proposed increase in commissions has received the necessary number of signatures to make the action of July 18 a mere formality to comply with the requirements of the board's constitution.

Garnett to Address Montana Agents

P. F. Garnett, manager of the public relations department of the Pacific Board, is to address the first annual convention of Montana insurance agents, to be held in Billings July 22-23, on "The Board of Fire Underwriters—a Public Benefactor." During his sojourn in Montana Mr. Garnett will also give attention to the newspaper campaign recently conducted in Great Falls, Helena and Missoula.

Sends Out New Laws

HELENA, MONT., July 17.—A supplement to the laws of Montana relating to the duties and powers of the state fire marshal and matters pertaining to fire regulations for public safety, enacted by the 1929 legislature, are being distributed by George P. Porter, state fire marshal ex-officio. The contents of the supplement include laws relating to standardization of threads for fire hose couplings and fittings, prescribing additional powers and duties for the state fire marshal, amending the statute pertaining to duties of officials of the fire department relief associations and relating to removal of dangerous structures and combustible materials. The revised code

Plans to Retire



PERCY S. W. RAMSDEN

Percy S. W. Ramsden, who has served as secretary of the California Association of Insurance Agents for the past two years and who during that time has been untiring in his efforts on behalf of his fellow local agents, has announced that he will not be a candidate for reelection at the convention to be held in Oakland Nov. 7-8.

Mr. Ramsden became nationally known during the Bank of Italy fight, when he rendered yeoman service in his efforts to prevent the spread of the bank's plan of operation. He has also been active in ironing out numerous difficulties for the agents in the relations with their companies and enjoys the respect and confidence of managers and board officials as well as his fellow agents throughout the Coast territory.

Mr. Ramsden will devote his entire time, following the November convention to his own local agency business in Oakland.

specifies that the state fire marshal shall make at least one inspection every year of each state institution and submit a copy of the report to the board of examiners with recommendations in regard to fire protection.

Adopt Fire Prevention Proposals

SAN FRANCISCO, July 17.—Ten recommendations made by the San Francisco junior chamber of commerce for fire prevention are to be put into effect by the fire department, according to Arthur M. Brown, Jr., of Edward Brown & Sons, who is president of the junior chamber. Five of these recommendations will go into effect at once, as follows: All company officers will be required to familiarize themselves with public buildings in their districts; institution of a fire college similar to that in other cities; telephone alarms of fire to be given the same full assignment of apparatus as alarms coming in from boxes; coordination of fire prevention activities of the fire department under one head; readjustments to eliminate present criticism of the assignment system.

The other five recommendations will not be put into effect immediately, awaiting further appropriations.

Coast Notes

W. L. Wallace, vice-president and general manager of the Associated Fire & Marine, is on an agency trip to southern California.

John H. Happy has purchased the general insurance business of J. F. Dealy & Co., Spokane, Wash. This general agency is the accumulation of four separate agencies, including those of Thomas Johnston and E. Edward O'Shea.

The American Fire & Marine of Galveston has been licensed in New York.

IN THE MOUNTAIN FIELD

GIVES OPINION ON MUTUALS

Attorney General of Colorado Declares That School Boards Can Not Lend Insurance Credit

The attorney general of Colorado has rendered an opinion on the subject of school districts insuring with mutuals. His conclusions are as follows:

1. That our constitution forbids a school district lending its credit to an insurance company in any amount, and that by accepting a fire insurance policy in a mutual insurance company providing for a contingent liability for any amount whatever, it lends its credit to the company.

2. That the words "limited" or "unlimited" cannot be read into the constitutional provision controlling herein.

3. That a school district may not insure its property in a mutual fire insurance company unless the policy provides for a definite cash premium and is expressly made non-assessable.

Empire Fire in Colorado

Entry into Colorado and Idaho has been secured by the Empire Fire of Brooklyn, thereby increasing to 19 the number of states in which the company is licensed. In ten of these it is represented by general agents.

Montana Notes

Walter Woodward of the Woodward-Phillips general agency at San Francisco is making a business trip in Montana.

George P. Porter, Montana state auditor and commissioner of insurance, and W. G. Brooks, state fire marshal, have been in Butte on official business.

David S. Thomas, inspecting engineer of the Pacific Board, and his bride have returned to Montana after spending their honeymoon in the Pacific northwest.

W. E. Groom of San Francisco, examiner for the Liverpool & London & Globe, is accompanying Special Agent O. R. Indahl on a visit to Montana agencies.

Fire Marshal William G. Brooks of Helena and Thomas Lloyd, electrical inspector of the Pacific Board, are inspecting property owned by the state of Montana.

F. M. Avery, Pacific Coast manager for the Fire Association and other companies, was in Butte last week, having completed an agency trip through a portion of Montana in company with Special Agent S. C. Fletcher.

E. M. Neuhausel, branch manager of the Pacific Coast Adjustment Bureau in

Billings, Mont., who had suffered a paralytic stroke several months ago, died recently at Toledo, O. He was a member of the Montana Blue Goose.

The annual convention of the Montana State Firemen's Association was held in Butte July 15-17. The delegates were taken through one of the Butte mines and on a trip through the Anaconda Reduction Works' copper smelter at Anaconda.

Fewer fires were reported in Butte in June than any other month this year. There was also a decrease from the same month a year ago. Every fire to which the fire department responded in June was in a dwelling house, only 31 alarms being sounded.

Colorado Notes

The Mountain Field Club reports 25 cars stolen in June and 17 of them recovered.

T. J. Downen, prominent insurance

EASTERN STATES ACTIVITIES

DUNHAM SHUTS DOWN LID

Connecticut Commissioner Declares that Unlicensed Agents Must Be Forced Out of Business

HARTFORD, July 17.—A vigorous state-wide campaign against persons who sell insurance without an agent's license is under way in Connecticut. Three convictions have already been obtained under the state law which makes the selling of insurance without a license unlawful and provides for a fine and term in jail on conviction. Commissioner Dunham believes insurance companies by not accepting business from unlicensed agents can make the problem of weeding them out very simple.

"Unless a man is lacking in intelligence or too lazy to prepare for the business, there is no great difficulty about obtaining a license in Connecticut," says Commissioner Dunham. "It seems to me that a person who can not pass our examination is unfit to sell insurance."

Get Old Colony General Agency

BALTIMORE, July 17.—Joseph W. Brooks & Co. have been made general agents here for the Old Colony. This agency also recently took on the Philadelphia Fire & Marine.

man of Pueblo, Colo., has affiliated with the General of Seattle, according to Denver reports.

Articles of incorporation have been filed by the Fort Collins Insurance Company, Fort Collins, Colo. A. H. Tilton, C. M. Modar and Frank W. Lott are the incorporators.

Paul P. Rubincam, chief examiner for Braetron & Forsyth, general agents, Denver, and his bride, the former Alice Coast, have returned from their wedding trip. They visited the bride's parents at Iowa City, Ia.

W. J. Kulp, assistant manager of the Mountain States Inspection Bureau, combined business with a vacation trip last week when he and Mrs. Kulp and their small daughter went to Estes Park, where he conducted a brief inspection.

Fred P. Cronstedt, inspector for the Mountain States Inspection Bureau, and his bride, the former Gladys Carlson of Denver, have returned from their wedding trip through southern Colorado, where the honeymoon was combined with inspection of towns in that region.

The Mountain States Inspection Bureau has renewed its lease on office space in the Gas & Electric building in Denver for a term of five years. The new lease covers additional space of 1,000 square feet. Extensive alterations have been made and the entire area has been newly decorated.

PROSECUTOR QUESTIONS LOSS

Third Apartment Fire in Short Time Hints at Incendiarism in Minds of Underwriters

Immediate investigation was started by District Attorney McGeehan of Bronx borough following the third serious apartment house fire of the last few weeks, occurring in the nearly completed building on the east side of Bronx boulevard, just south of East 19th street, New York. The structure was gutted and there were rumors that labor difficulties might have been a factor.

Although located within the city limits the loss occurred in suburban exchange territory. Two important questions were raised and fire underwriters were greatly interested to determine whether or not they were on the line. One of the points is the inadequacy of the present 25-cent rate for non-fireproof buildings in course of construction, and the other is the possible overexpansion of the apartment house construction movement. Underwriters point out that buildings of this class have been erected over a wide area and that there may be rental difficulties. High cost of labor and materials makes the rental rate for non-fireproof apartments appear unfavorable as compared with those for

fireproof structures with all modern housekeeping conveniences.

The contract price of the gutted apartment was said to be \$750,000. It was to be six stories high and was about 80 percent completed.

New Local Board Starts

The Mt. Pleasant-Scottdale, Pa., Association of Insurance Agents has been organized. This new local board is a coextensive branch of the Pennsylvania and National Association of Insurance Agents. Manager F. D. Moses of the Pennsylvania association assisted in the organization work and reports this as the 37th local board in Pennsylvania.

The following officers were elected: Pres. S. C. Stevenson, Mt. Pleasant; Vice Pres. E. F. DeWitt, Scottdale; Secy-Treas. Georgia Wray, Scottdale; Executive Committee: Oran Laughrey, Scottdale, chairman; Kathryn Kalp, Mt. Pleasant; C. A. Sherrick, Mt. Pleasant; Charles Ruth, Scottdale; Harry L. Fidler, Mt. Pleasant.

Celebrates 60th Year

The 60th anniversary of the Woodward & Williamson agency of Jersey City was celebrated last week. R. W. Woodward and T. P. Sherwood established the office July 2, 1859, in the name of Woodward & Sherwood, operating it until 1871 when J. Q. A. Williamson joined the firm. The present name was taken in 1893 when Mr. Sherwood died. Most of the companies represented have been in the office continuously for many years, the Liverpool & London & Globe having entered the agency in 1870.

Fire Prevention Commission Named

BOSTON, July 17.—A special recess legislative commission to investigate the laws, rules and regulations relative to fire prevention, provided for at the last session of the Massachusetts legislature, was appointed this week by Governor Allen. The governor appointed on the commission John D. Stuart of Springfield, William W. Ollendorf of West Medway, Peter E. Walsh of Boston and Russell S. Codman, Jr., of Boston.

Mr. Stuart was formerly chairman of the Springfield public safety council. Mr. Ollendorf was formerly a member of the governor's council. Mr. Walsh was at one time chief of the Boston fire department and is regarded as an authority on fire prevention. Mr. Codman is engaged in real estate and building management and is a member of the National Fire Protection Association and the International Fire Chiefs Association and is serving on the fire prevention committee of the Boston Chamber of Commerce. Gen. Alfred Foote will represent the department of public safety.

The number of incorporated fire general agencies in Boston continues to grow, the latest being the Central Fire Insurance Agency with \$50,000 author-

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BUFFALO
RICHMOND

ized capital. The officers are Joseph Segal, president and clerk, and Oscar A. Rothberg, treasurer, both of Boston.

Eastern Notes

Chester W. Newman & Co. of Yonkers has been appointed agent by the Southern Fire of New York.

James A. Weisback has been appointed special agent of the Levant and Europa,

marine companies of Genoa, Italy, at Buffalo, to succeed his father, the late John A. Weisback, who held that agency for many years.

Ira R. Ferguson, president of the Ferguson & Hubbard agency, Buffalo, has been elected representative for western New York to the grand chapter of Nova Scotia, Royal Arch Masons. He has been active in Masonic orders at Buffalo for many years.

Lorne G. C. Wright, who has been assistant manager in Winnipeg for some time.

"Talkie" Theaters Must Be Fireproof

TORONTO, July 17.—Theaters installing the powerful equipment required for talking pictures must first be made fireproof, according to a regulation of the Ontario government. This will require slight alterations in theaters of recent construction, but more extensive changes in old ones. An increase in the number of the theater fires is reported.

incendiaries, but no trace as yet has been found and an investigation is being undertaken by the police.

British Colonial Plans Changes

The British Colonial Fire will hold a meeting this week in Montreal for the purpose of considering the advisability of reconstructing the capital of the company by cancelling part of the paid-up capital and making a further issue of shares, with a view of bettering the company's position.

Canadian Notes

The Union of Canton has cancelled its license to write hail insurance in Quebec.

L. H. Smith of Olds, Alta., was elected president of the Alberta Provincial Fire Insurance Association at the annual meeting.

S. F. Hobbs, formerly assistant to the general manager of the Canada Steamship Lines, has been appointed insurance manager of the company.

At Winnipeg Beach, a summer resort, about 60 miles from Winnipeg, a 60-foot cruiser, the "Gra-Pac," was completely destroyed by fire. The boat was valued at \$40,000.

The insurance firm of McCallum, Hill & Co., Regina, Sask., has just celebrated its 25th anniversary. The firm was founded in the days when Regina was just a prairie town.

The Canadian General has been licensed in the province of Quebec for accident, burglary, guarantee, inland transportation and forgery insurance, in addition to the other classes for which it is already licensed.

A new insurance firm has been formed in Toronto under the title of the Canadian Insurance Service, with Harold W. Bickerstaff as manager and Charles D. Hall as secretary. Both were formerly managers of the Metropolitan Life.

IN THE CANADIAN FIELD

DWELLING RATE IS REDUCED

Western Canada Association, However, Finds Increase Necessary on Mercantile Occupancies

WINNIPEG, July 17.—The secretary of the fire branch of the Western Canada Insurance Underwriters Association has issued the following statement with reference to the reduction of rates on private dwellings and apartment blocks, affecting 11 western cities:

"The fire branch of the Western Canada Insurance Underwriters Association has just completed an exhaustive study of the company members' united experience on all classes of risks in the provinces of Manitoba, Saskatchewan and Alberta. The statistics compiled cover the period for the preceding five years and embrace 800 different classes. The returns indicate that the experience for private dwellings situate in larger cities, where approved waterworks, mains, hydrant protection, fire departments and equipment are maintained, has been favorable, and it has been decided to grant a reduction of 25 percent, effective from July 1, 1929, on business written since that date, covering dwellings situated in the cities of Winnipeg, St. Boniface and Brandon, Man.; Calgary, Edmonton, Lethbridge and Medicine Hat, Alta.; and Regina, Moose Jaw, Saskatoon and Prince Albert, Sask. It is understood that the majority of apartment blocks written on a three-year basis in these cities are also to receive a reduction of 10 percent, building and contents, from the gross rates.

"On the other hand, the statistics compiled show that the experience of the companies on all classes of mercantile stocks in other than fire-resistive constructed buildings has been most unfavorable, particularly on stocks in the larger protected points, the companies having paid out losses much in excess of the total premiums collected for practically all mercantile stock classes over the five-year period. In view of this unfavorable experience, the underwriters state that it will be necessary to increase occupancy charges, particularly for the multiple occupancy type of building, and for other classes where the losses have been unreasonably heavy.

"Before these decisions were arrived at, the entire situation regarding losses

and rates was carefully analyzed, and in view of the result of these statistics, it is only equitable that the profitable classes should receive substantial recognition in rate reductions, and such properties as have contributed to the high loss ratio be assessed higher rates in keeping with the particular class experience."

Saskatchewan Hail Losses Light

REGINA, SASK., July 17.—While a few scattered hailstorms have occurred in Saskatchewan this season, crop losses from that source have been remarkably light, according to insurance men throughout the province. The present time is the "heart of hail season," the time when disastrous storms may be expected to sweep large areas. At least three scattered storms have been reported this month, claims for losses coming from Langenburg, Shaunavon and Dinsmore, but apparently the losses have been scattered and none call for more than 50 percent loss. Compared with recent years, losses were tremendously heavy and frequent in comparison with this showing, but the danger period has not been entirely passed yet.

A hailstorm struck the Perdue district, July 10, causing losses estimated at between 25 and 75 percent.

Montreal Institute Elects

MONTREAL, July 17.—At the annual meeting of the Montreal Insurance Institute new officers were elected as follows: President, S. Carlton; vice-presidents, R. J. McCormack and William Lawrie; secretary, F. T. Gunning; treasurer, F. E. Duffy, librarian; W. V. Dixon; council, W. J. McGowan, A. M. Stewart, D. A. Hanson, J. H. Lussier, C. A. Brown, F. K. Ridge, S. G. Rankine, J. B. Thomson, J. Blackwell, J. Calverley, J. V. Owens, H. J. Kerr, J. V. A. Gagnon, J. D. Cherry, E. J. Walsh and J. Roby.

Liverpool & London & Globe Shifts

TORONTO, July 17.—Lewis Laing, manager for Canada of the Liverpool & London & Globe, announces the following appointments:

R. Forster Smith, local manager at Toronto, has been given charge of the Liverpool group in the western Ontario field. S. N. Richards, local manager at Winnipeg, and H. Churchill-Smith, local manager at Toronto, have been transferred to the Canadian head office at Montreal as assistant managers. H. L. Wiglesworth, inspector and surveyor in Winnipeg, becomes assistant local manager in that office, in conjunction with

Canadian Indemnity Appointment

WINNIPEG, July 17.—Robert Welch, formerly in the insurance brokerage business in Vancouver, and prior to that in the insurance business in Montreal, has been appointed casualty manager of the Canadian Indemnity of this city.

Week's Losses Lower, Total Increased

According to the "Monetary Times," fire losses in Canada for the week ending July 3 are estimated at \$139,200, as compared with \$632,300 for the corresponding week of 1928. From Jan. 1 to July 3 losses estimated at \$12,736,750, as compared with \$10,871,200 from Jan. 1 to July 4, 1928.

Many School Fires in Saskatchewan

SASKATOON, SASK., July 17.—As a result of a series of fires in the Saskatoon area, in which five schools were demolished within three days, steps have been taken by the Royal Canadian mounted police to prevent any further recurrence of fires in the neighborhood. It is believed that the fires were the work of

MARINE INSURANCE NEWS

NO WATCHMAN KEPT ON BOAT

Failure to Comply with Warranty Invalidates Marine Policy, New Jersey Court Holds

In Buckwalter vs. Aetna, circuit court of New Jersey, Camden county, 143 Atl. 90, the plaintiff took out a marine policy covering a ferry boat against loss by fire. By the terms of the policy, plaintiff was required to have a competent watchman on board at all times.

The plaintiff employed a watchman but he did not spend his entire time on board, having other duties to perform about the dock and ferry boats. In the absence of the watchman a fire broke out and destroyed a boat covered by the policy.

Breach of Warranty Alleged

The defendant denied liability on the ground that there had been a breach of the warranty in not keeping a watchman. Plaintiff filed suit, and the trial resulted in a judgment for defendant. On appeal the higher court in reviewing the

record and in affirming this judgment, said:

"The admitted facts in this case being that there was not a watchman on board at all times and that the duty of watching this boat was a very small part of the duties of the person who did visit it at intervals, I am of the opinion that the warranty in question was breached and that the plaintiff cannot recover.

"We are not called upon to determine whether the absence of the watchman contributed to the loss. The warranty is clear and definite. Has it been performed? The facts show that it has not.

"I find as a matter of fact, that plaintiff breached the warranty in question, and that defendants are entitled to judgment."

Oil Barge Burns at Muskegon

MUSKEGON, MICH., July 17.—A serious marine loss was recorded here last week when the crude oil barge Altamaha of Buffalo was struck by lightning and destroyed in the resultant blaze. The barge had been taking on a cargo of crude petroleum from the local oil fields and had about 6,000 barrels of oil aboard

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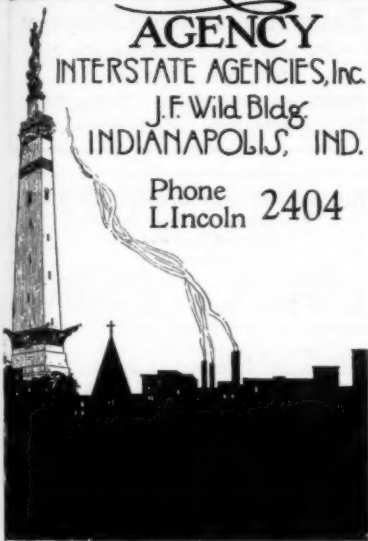
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when the fire occurred. The loss was estimated at \$40,000 by C. H. Orrison of Buffalo, owner of the craft.

Open Marine Department

BALTIMORE, July 17.—Thompson & Jones of this city have just opened an ocean and inland marine department. G. R. Johnston is manager of the marine department for both the Baltimore and Washington offices of the agency. Mr. Johnston was in the marine business for over 20 years in this city.

Coast Marine Loss \$400,000

PORTLAND, ORE., July 17.—Loss of the steamship "Laurel," which was wrecked on Cape Disappointment near Astoria, is estimated at \$400,000, according to Durham & Bates, Portland marine agency, who handled the insurance. The hull and equipment, which was valued at \$315,000, was insured in the Marine Syndicate of New York.

MOTOR INSURANCE

DISCUSS INDIANA SITUATION

Automobile Rates in the State Are
Much Demoralized Because of
Strong Competitive Conditions

The Western Automobile Underwriters Conference held a meeting in Chicago Monday to discuss the collision rate situation in Indiana, which has gotten more unsatisfactory due to outside competition. The State Auto, a reciprocal of Indianapolis, is the leading automobile writer in the state. Some of the outside stock companies are very aggressive and pay excess commissions for business. The Indiana law requires a filing of fire and theft rates but not collision. Therefore, companies use the collision business to secure the other lines and cut to the bone. The whole subject has been referred to the executive committee with power to act. The executive committee will meet the latter part of the week to discuss the matter again.

INTERNATIONAL AUTO. LEAGUE STRIKES SNAG

MINNEAPOLIS, July 17.—The International Auto League, Inc., has found itself in rough water in trying to sell automobile insurance in Minnesota.

One representative of the league, Fred Noher, is under arrest on the charge of selling insurance in the state without a license and the Minnesota department is investigating other charges of misconduct growing out of its activities in this state.

According to Noher, the company barely got under way in Minnesota before it ran afoul of the law. He said he and other salesmen of the concern had been assured that the insurance license question had been satisfactorily arranged and that they could proceed to sell policies.

M. G. Flynn, president and manager of the league, has been bound over to the district court on a charge of selling insurance without a license.

C. P. Diepenbrock, deputy insurance commissioner, is handling the case for that department.

NEW FIRE RATES FOR MISSOURI ANNOUNCED

ST. LOUIS, July 17.—Superintendent Thompson of Missouri has announced a general revision of automobile fire insurance rates. The new schedule followed a conference between Mr. Thompson and representatives of the companies who sought to increase rates on certain types of commercial automobiles in some parts of the state.

Under the agreement reached with Superintendent Thompson the fire rate for pleasure or family type automobiles

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NET SURPLUS
5,032,914.66
ASSETS
9,199,792.70
SURPLUS FOR THE PROTECTION OF POLICY HOLDERS
\$7,032,914.66
LOSSES PAID POLICY HOLDERS
\$12,370,008.08

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in St. Louis has been reduced 26 percent, while in this city the commercial car rate will be 8.6 percent lower.

Under the same arrangement a number of cities, including Kansas City, St. Joseph, Hannibal, Springfield and Sedalia, will be granted a decrease of 10.1 percent on pleasure cars and 10 percent on commercial automobiles.

Elsewhere in the state the rate for commercial cars will be increased slightly, while on pleasure cars there will be a reduction of .4 of 1 percent.

To Manage Midwest Auto

George H. Schirmer of East St. Louis, who has conducted a local agency there, is moving to Freeport, Ill., as vice-president and general manager of the Midwest Auto, a reciprocal. A. P. Woodruff is president. J. T. Butler, who has been with the Midwest, has gone with a life company. J. L. Smith, formerly special agent, has purchased the local agency of Herman Worman of Kankakee, Ill.

Theft by Employee Not Covered

The court of appeals at Cincinnati, in *Fuller Automobile Company vs. Globe & Rutgers*, holds that an insurance company is not liable for the acts of a dishonest employee when a policy contains a clause which exempts thefts by employees of a company. A car washer, who was supposed to be at work on Saturday afternoon, left at noon and took a car with him. The lower court held the man was not an employee in the sense of the contract and judgment for \$895 was rendered against the insurance company. The higher court held the man was an employee in every sense and ordered a new trial. The man still had some of his wages due him and was not supposed to quit work when he did. The court held: "If the insured employs a dishonest person it is only fair, under such a policy, as is involved in the case, that risk from such dishonest employee should not be covered."

Takes Fire and Theft End

The Republic Casualty & Surety of Chicago, which has been merged with the General Casualty & Surety of Detroit, has had the fire and theft part of its automobile policies reinsured in the Chicago Fire & Marine.

The Chicago Fire & Marine will continue to write the fire, tornado and hail end of the business for the General Casualty. This will give the Chicago Fire & Marine and the General Casualty a combination so that full coverage automobile insurance can be arranged.

Oklahoma Experience Better

OKLAHOMA CITY, July 17—The automobile business of stock fire companies in Oklahoma has improved according to Commissioner Jess G. Read in his annual report for 1928. The loss ratio in 1928 was 45.01 percent. Commissioner Read credits the reduction to the decrease in fire rates under the 1929 automobile manual filed with the state insurance board effective April 1. The commissioner reported that \$575,869 fire premiums were collected and \$259,205 losses paid. The premiums on the automobile casualty lines amounted to \$980,853 and losses of \$449,637 were paid out.

Baltimore Thefts Decreased

BALTIMORE, July 17—Automobile thefts in Baltimore the first six months of this year show a slight decrease from the corresponding period of last year, according to police records. Of the 1,316 machines reported stolen since Jan. 1 the police have recovered all but 47. In 1928 the number of thefts was 1,371, with 1,222 recoveries.

City detectives say approximately 90 percent of the cars reported stolen are taken by "joy riders" and found abandoned a few hours after their disappearance.

Offer "40-60 Policy" on Coast

A new collision policy to meet competitive conditions in California, called the "40-60 policy," is now being issued by the Pacific Employers of Los Angeles. It is being offered to agents and brokers as a competitive measure against reciprocals and similar underwriting organizations.

Under the "40-60 policy" the assured

pays only 40 per cent of a full collision coverage premium. He then pays all losses up to the amount of the difference. When he has thus used up the 60 per cent which he has retained, the company then assumes all of the losses. If the assured has no losses during the policy period, he has obtained full collision coverage protection for 40 percent of the manual rates.

Many Presidents Attend Meeting

(CONTINUED FROM PAGE 5)

wardrobe given by Arthur Tash of the Fidelity & Casualty. Other winners were:

Tournament Winners

Second low gross, G. D. Mead, ship's clock presented by the Glens Falls; low net, H. T. Landen, Springfield, pewter vase donated by Globe Indemnity; second low net, Don Falvey, Boston, Wahl desk set; selected nine, R. H. Hovey, Boston, ash receiver, presented by the Standard Fire; second low nine, tie between Clint Allen, Arthur Tish and Harold Dearborn, Mr. Dearborn winning the toss and a locker room toilet set.

Mrs. N. A. Lester won first at the women's bridge with a score of 2655, receiving a traveling clock; Mrs. F. E. Hatch, second prize, pair of boudoir lamps.

Mrs. Leith of Boston excelled at putting, edging out Mrs. Howard P. Dunham for first.

Governor Reminiscences

Governor Tobey greeted the meeting, "fellow insurance men," and it developed that 33 years ago when he was searching for a job in Boston he dropped into the office of William Wood, insurance agent, and was hired at \$3 a week.

The governor told how, in the absence of Mr. Wood, a call came in for the placing of \$250,000 cover on stores. Not wanting to lose the business, young Tobey went out on the street and placed it in job lots with 30 of the strongest companies. His employer was overcome upon his return and raised the wage to \$4 a week.

Commissioner Dunham disclosed that there are 50 applications of new companies before the Connecticut department.

Declares High Scale

"The inroads of these new companies," he said, "entice the agent away with promises of high commissions. If there is anything that will kill the American agency system it is the high commissions and high acquisition costs."

Walter H. Bennett stated in his address that "there is a definite undercurrent in the changing scenes of the insurance business of a determination to turn production back to its legitimate channels and to those men who are qualified to do business."

"The greatest disturbing factor is the horde of incompetent agents," Mr. Bennett declared. "It is mystifying why some companies continue the appointment of uneducated agents."

Many compliments were paid for the excellence of the program. It was due to the energetic efforts of James L. Case, E. J. Cole and I. E. Lang, the speakers and program committee. Work of the registration committee consisting of Charles W. Varney, Mr. Lang and Thomas C. White, also was praised. Approximately 80 percent of registration work was done before the meeting started.

Miss Barbara Varney, talented 14-year-old daughter of Charles W. Varney, made her debut at the convention, demonstrating that she is an accomplished musician with a charming personality.

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A MESSAGE TO ADJUSTERS and INSURANCE LAWYERS

Mr. Gustavus Remak, President of the Insurance Company of the State of Pennsylvania, Philadelphia, Pa., addressing the annual meeting of the National Board of Fire Underwriters on May 23, 1929, on the subject of the establishment by the National Board of a supervising bureau to have charge of loss adjustments throughout the entire country, said:—

"I believe there should be a survey of lawyers who are handling our losses throughout the country for I think they are very largely incompetent and inefficient."

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(CONTINUED FROM PAGE 3)

of company selections, comparatively few having arrived at a decision at this time, or if their minds have been made up, the companies have not been advised. Field men report all sorts of intended moves on the part of the local men, some of the latter frankly stating their purpose to drop the association companies, while others will stick to them, letting the non-affiliated offices out. Yet other canny agents are planning, so say the specialists, to deal with both types of companies, handling the straight association offices through one connection, and the higher commission institutions through another. This sort of thing is by no means novel; as was discovered during the hectic days in the middle west, when separation between Union and Bureau agencies was at its height a few years ago.

As might confidently be expected where the situation is so muddled as it has been in New Jersey for the past 18 months and as it still is, all sorts of rumors, some probable, others wholly fantastic, are floating about. It is declared, for example, that one result will be the entry into the E. U. A. of several strong companies now non-affiliated. It is also hinted that enforced separation will be tested in the courts, advocates of the idea basing it upon the decision in the famous conspiracy case against the Newark Fire Insurance Exchange some years ago. Some agents feel the uniform commission law will finally be held unconstitutional and the present commission slate will be wiped clean and an entirely new deal prepared.

What will eventually take place is a matter of pure speculation, in which one man's guess is as good as another's, and not a whit better.

Aviation Future Looks Doubtful

(CONTINUED FROM PAGE 3)

know much more about underwriting than those of several years standing, yet some of the newcomers are reported to be issuing policies at rates so sharply below the standards of the past that they simply cannot be met by the older underwriters. This is disastrous not so much for the loss of individual lines here and there, but for the unrest created throughout the field among aviation operators who hear of the lower rates and believe they, too, should be entitled to them. It has, in fact, created sufficient unrest among the manufacturers and operators to have them seriously consider the formation of their own underwriting pool. They cite the fact, in their threat, that they have many millions back of such a possible venture and would readily take the chance rather than see the insurance business grasp an undue share of their income. Not understanding the underwriting side of aviation, they regard it as easy money and fail to realize the fact that underwriters can carry the losses only because of their basis of operation and the recognition of a ten year spread, which the manufacturer could not stand. The entrance of the risks into the field as self-insurers is not likely, though it is always a potentiality, if the insurers do not operate to the satisfaction of all concerned.

At least one concerted effort has been made to iron out the difficulties and it is known that several of the most prominent aviation underwriters have met in joint conference seeking a way out of the present situation. The pooling of their interests is not possible, because of the suspicion in the mind of the aviation industry at such an underwriting pool—even though a few years ago that industry was appealing urgently for the aid of insurance at any cost. But it was hoped that some equitable arrangement could be worked out under which the danger of future rate slashings

would be removed and the business be given an opportunity to carry through the formative stages without undue competition. Even now the situation has become so severe that one unit has practically withdrawn from the field, one which entered aggressively some time ago now being all but out of the running. The others are still aggressively in the field, but they are looking forward with apprehension, viewing the present competitive war as a great potential danger. No solution has been found as yet and there does not appear to be any basis on which the various pools and underwriters could join in common interest. A reinsurance pool was considered, but not found expedient. Actual standardization of rates was immediately rejected. General exchange of portions of risks was not felt a satisfactory solution. In fact, there has not seemed to be any basis on which the underwriters could get together, greatly as they desire to do so and the business is still going along in its state of disorganization, awaiting the product of some keen mind which can focus on the solution.

Agents and brokers have been brought into the discussion chiefly because of their "clubbing" of companies into accepting risks and cutting rates. Some of the aggressive brokers have been known to shop about from pool to pool with a risk, quoting actual or imaginary rates from previous offices and seeking lower rates for their clients. Others have presented undesirable risks and asked standard rating or acceptance, when possibly rejection would be more in line. It is the old story of a youthful line and the brokerage office, the latter forcing through the huge volume of the former, interested only in the commission and leaving the underwriting worry in the hands of the companies. As the aviation lines have come chiefly through brokerage offices, it is a powerful club, for the very desirable lines can be shifted where the others will not be taken. It is quite generally believed that the major problem before aviation underwriting would be eliminated when the brokers could be brought into line and their leverage in the business removed.

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100 MAIDEN LANE, NEW YORK

The National Underwriter

July 18, 1929

CASUALTY AND SURETY SECTION

Page Thirty-seven

Now Considering Separation Rule

Organization Companies Are Pressed by the Outsiders in the Field

WANT SOME PROTECTION

Keen Strife for Business Is Forcing All Hands to Beat the Brush

NEW YORK, July 17.—Casualty officials throughout the east are mulling over in their minds the desirability of putting into effect some method of separation in agencies thus following the rule that is in vogue with several of the fire insurance organizations. Owing to the present condition in the casualty world officials say that some plan of keeping the sheep and the goats apart seems to be necessary. In days gone by an agent represented to a large extent one casualty company. He had no need for any other. He may have had a surety company that did not write casualty lines and taken on a casualty company and its lines. Nowadays, however, an agent may represent two or more casualty companies.

Rebel as to Mutuals

The bureau companies, or what might be called the old-timers, have rebelled against an agent representing a mutual or reciprocal. The orthodox stock companies claim that an agent can not be consistent and represent both a stock and participating company. It was found that some agents had hidden in their archives policies of participating companies which were used in case of necessity. In the smaller cities and in the rural districts, frequently automobile owners count the pennies and, therefore, are attracted to cheaper insurance. The agents declared that unless they represented a cut rate company they simply would pass up business that would otherwise come to them. The orthodox companies, however, objected to this representation and wherever they have found a mutual or reciprocal secreted they have instructed the agent to get rid of it or they would leave the office.

Took Non-Bureau Companies

As time went on and the agents were convinced they would not be allowed to represent a company of this kind, they took on a stock specialty company that wrote automobiles below conference rates. The bureau companies, therefore, did not have the same argument against these stock companies that they did against the mutuals and reciprocals. The stock companies writing at less than bureau rates usually pay a little more commission. The reduction in rates amounts from 10 to 15 percent. Many of the bureau companies are able to

(CONTINUED ON NEXT PAGE)

Who Will Pay the Freight?

Medical Men at a Conference with the Detroit Accident Managers Club Declare They Must Be Compensated for Filling Out Claim Blanks

By GEORGE BROWN

DETROIT, July 17.—Here's the way the good doctor laid it down:

Insured	Insurer
Injury	Indemnity

It was at a special noon lunch meeting with 32 members of the Detroit Accident Managers Club and two members of the Wayne County Medical Society—that the newest volcanic eruption broke through the crust of the insurance world and sent the lava streaming down the sides of the crater.

Tired of Sentimental Stuff

The doctors are sick and tired of this sentimental stuff. They're not in business for their health, as the busy little politicians say about politics. Their time, every minute of it, means money. They don't consider it the least bit unethical or unprofessional to insist on being paid for their time. All of this means there is a country-wide movement along the line of payment for filling out the physician's statement verifying the truth and veracity of the claimant's statements in his share of the "preliminary" and the "final," if a "final" be necessary.

It seems like a lot of words to cover the point that the dear, dear doctors are not intending to certify no more claim blanks unless they get paid for the service.

Medical Society Represented

The two medical men representing the medical society, Dr. Earl Miller and Dr. L. O. Geib, were present by invitation. The Accident Managers Club having learned that the doctors were "after the dough" just like any other business men, figured it would be better to scrap it out over the lunch tables than to be growling at each other like a couple of bulldogs on opposite sides of a fence, so they asked Dr. Guy L. Kiefer, state commissioner of health, to have a talk with them! The commissioner referred them to the society and the society sent the two gentlemen named.

Physicians Must Get Paid

Dr. Miller epitomized the attitude of the medical men mathematically. Dr. Miller figured the four angles as per the diagram at the head of this story—Insured, Insurer, Injury, Indemnity. Injury includes illness, of course. The doctor assumed these four as the entire proposition, apparently unaware of the fact that the policy calls for proof of the justice and equity of the claim and that the entire proposition collapses in

the absence of proof, which means a fifth angle, a sort of a rhomboid affair. The doctor insisted that someone must pay the physician for the service and, as it was given to the company, it is up to the company to pay for it.

Claimants Get Service

After a three-hour discussion the medical gentlemen finally got the idea it was the claimants, their own patients, who were getting the service and not the companies, that if no proof were filed there'd be no payment and if there were no payment the good doctors would have a tougher time getting their dough than they have now.

To Provide Uniform Blanks

It finally resolved itself into a set of resolutions by the club to the effect that the companies represented by the club members should be requested to provide uniform blanks for doctors to fill out, to eliminate a lot of unnecessarily complicated questions and that arrangements be made by legislation, if necessary that the doctor's bill be made a first lien on the indemnity payment.

Points in the Discussion

Some of the points made at the conference were so good and as this same discussion will be bobbing up in spots all over the country, it might be well to give other accident managers the high spots.

The company has nothing whatever to do with proof of claim. The policy calls for proof and it's up to the assured to furnish the proof. Otherwise he doesn't get any money.

The company doesn't accept a statement made by any halfway doctor. It has to be made by a regular practitioner, graduate of a regular school of medicine.

The company doesn't have to pay a fee for the execution of a physician's statement any more than a bank has to pay a fee to the indorser of a note.

Will Have to Work Out Lien Plan

The company can't legally recognize the doctor's fee as a lien on the policy unless on an assignment by the assured. The doctor will have to work out the lien idea themselves in the several legislatures.

The company would have to raise its premium rate if any further increase in expense ratio occurs; that a fee for executing physician's statements would cause a very considerable increase in overhead; that the state insurance departments would not stand for any such increase in cost to the public and that if the companies persisted the inevitable result would be state insurance and state doctors.

Paying Out Much Money

That the company now is spending a dollar for each dollar taken in and that

(CONTINUED ON NEXT PAGE)

Phoenix Extends Accident Lines

Eight New Policies Offered in Aggressive Drive for More Business

SEVERAL NEW FEATURES

Adds to Personnel of Department to Handle Anticipated Increase—Health Protection Secondary

NEW YORK, July 17.—With the promulgation of an entirely new line of accident policies this week, the Phoenix Indemnity is aggressively entering the accident and health field, having added to the personnel of the department to handle the large increase in this class of business which is anticipated. The Phoenix has always included accident coverage in its list of writings, but heretofore has offered only a limited line and given no special attention to the cultivation of this business. Now a drive for the business is being made in recognition of the desirability of accident business as one of the most stable and dependable sources of casualty premiums.

The new series of policies issued by the Phoenix includes seven accident and one health policy, issued on a new basis, more closely fitted to the needs of the insuring public. The names of the policies are self-explanatory and indicate just how each form is applied to a peculiar set of needs. There are several features included that are not ordinary, such as option of lump sum or income settlement for the usual death or dismemberment feature and the inclusion of four way coverage for income, hospital, doctor and nurse, rather than the choice of two.

Double Indemnity Provision

"The producer" is a basic policy, planned for those who are the producers of steady incomes. It is an income policy with double indemnity for private automobile accidents. "Accidental means" is replaced with "accidental bodily injury" in this and the other forms. The policy in a unit of \$25 weekly income and \$5,000 dismemberment lump sum costs \$15 annually for class A risks, \$18 for class B and \$21 for class C. Disability is paid for life if total or for 52 weeks at the rate of \$12.50 if partial, and loss of three-fourths of business time warrants payment of \$18.75. Twenty-five dollars is granted for doctor's fee and 100 percent weekly indemnity for 10 weeks' hospital and nurse expense. The aviation hazard for passengers on regular routes is covered in the policy. The loss of life is not included.

"The executive" is a policy the same as the producer policy, except that the loss of life is added. It is applied par-

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Phoenix Extends Accident Lines

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ticularly to the executive and the form is built on the basic form. The rate is \$25 annually for class A risks, \$30 for class B, \$35 for class C, in units of \$25 weekly income and \$5,000 death or dismemberment. In the latter case the settlement is optional as income or lump sum, rather than definitely stated as lump sum.

"The merchant" is designed especially for that group of risks and is like the executive form, with the same rates per unit.

Covers Felonious Assault

"The banker" is a banker's policy which differs only by inclusion of double indemnity for injuries received as the result of a felonious assault with the intent to rob or when engaged in official bank duty. It is rated the same as the previous two.

"The capitalist" is applied to risks in which the income is not the factor, but the continuance of investments and this form is a life and dismemberment form only, with income provision. The rate per unit of \$5,000 is \$15 for class A risks, \$18 for class B risks and \$21 for class C.

"The craftsman" is designed for the skilled worker and is in a smaller lump sum unit, with smaller units offered in income. The rate for a unit of \$10 weekly income and \$250 principal sum is \$12.50; for \$10 weekly income and \$1,000 principal sum is \$17; for \$25 weekly income and \$250 principal sum, it is \$29; and for \$25 weekly indemnity and \$1,000 principal sum, it is \$33.50.

Policy for Professional Men

"The professional man" is a policy designed for dentists and other professional men, for whom some limitations of underwriting are required. This form is issued with a weekly income of \$25 weekly for 104 weeks if prevented from the work of his profession and for life, if prevented from all work, partial disability being paid for 52 weeks at \$12.50. The lump sum settlement is on a unit basis of \$7,500, doubled to \$15,000, this being for loss of life or dismemberment. The rate is \$25 per unit for class A risks; \$30 for class B; \$35 for class C.

"The sensible health policy" is a health form for a unit of \$25 weekly indemnity, with lump settlements of \$2,500 for loss of both eyes, feet or hands and other sums graded down. The rate is \$25 annually for ages 18 to 50 for classes A to D; \$27.50 at ages 18 to 50 for classes E to G; \$40 for ages 51 to 55 for class A to D; and \$42.50 for ages 51 to 55 for classes E to G.

Duffield in Charge

The accident and health department at the home office of the Phoenix has been greatly expanded and put under the management of Stuart Duffield, a trained accident and health underwriter who has had 10 years experience in both agency and claim work, having been connected during those years with the Bankers' Indemnity, United States Casualty and Commercial Casualty.

BROWN ASKS WHO

WILL PAY FREIGHT

(CONT'D FROM PRECEDING PAGE)

only way it can make money is by doing an immense volume of business and investing the volume in state authorized securities.

That the company quite often has to go into court to contest an unjust or a fraudulent claim and that it could not use the attending physician as a witness because a doctor is privileged and although he would be the company's examiner because of his having been paid a fee by the company, an anomalous and impossible situation would be created—the doctor being actually but not technically or legally a material witness

Made Arbitrator



GEORGE EDGAR TURNER

George Edgar Turner of Chicago, general counsel of the Casualty Information Clearing House, has been chosen by the conferences on acquisition and field supervision cost for both the fidelity and surety business and casualty insurance to be the arbitrator and local representative of the conferences in Chicago. Mr. Turner will represent the national agency committees, which have the administering of the work of these organizations. Mr. Turner was in New York last week and made arrangements for starting his new work at once.

He is one of the best known men in the casualty field, having served the Casualty Information Clearing House for a number of years. He is a well known attorney, versed in insurance law, and a splendid speaker. He will make the investigations and his recommendations will go directly to the two committees which will have final jurisdiction in the settlement of any differences.

Casualty companies are of the opinion that this appointment will do much to straighten out deplorable conditions in Chicago. Mr. Turner is a man of tact, vision and constructive ability. His acquaintance with casualty and surety executives has brought him into confidential relations with them and they realize that he can be depended on.

on both sides and yet disqualified as a witness for either.

Is Not Company Examiner

That the company cannot regard the attending physician as a company examiner, his natural prejudices and judgment being influenced by his relation to the patient.

That the payment of fees by companies to life insurance medical examiners is not the same thing at all because these fees are included in the loading of the premium and are recognized as an essential factor in the cost to the assured.

That the companies do not pay doctors a fee for the medical statement furnished by the estate of the deceased, that being up to the persons interested. That the companies do not require a notarized affidavit by the attending physician except in extraordinary circumstances.

That if the doctors of regular schools refrain by agreement among themselves from completing claim blanks unless the companies pay them a minimum fee of \$2, then the companies may be forced to refer their assureds to doctors of "irregular" schools who will collect the fee from the patient or not charge any fee at all.

Impasse in Steam Boiler Line Follows Bureau Meet

NEW YORK, July 17.—As was anticipated by many underwriters would be the case, the executive committee of the National Bureau of Casualty & Surety Underwriters has refused to approve the recommendation of a sub-committee that exception be made to the rule of the organization requiring inclusive membership in all departments supplied in the case of the steam boiler and machinery line, and thus bring into the fold the Boiler & Engineering Service Bureau.

Results in Impasse

The Hartford Steam Boiler, Employers Liability and the General Accident, while members of the service bureau are not members of the National Bureau. The attitude of the executive committee creates an impasse so far as the steam boiler line is concerned, for the steam boiler division of the bureau is not equipped for rate making, nor has it experience records in anything like the degree possessed by the service organization.

Is Important Carrier

Until it is thus supplied none of the companies are disposed to quit the latter body. Should the Hartford Steam Boiler refuse to join the National Bureau, the situation will be an embarrassing one, in that the Hartford company writes practically 50 percent of the steam boiler premiums of the country.

N. Y. DEPARTMENT IS PREPARING FORMS

NEW YORK, July 17.—The insurance department has prepared and will shortly submit to the casualty companies for suggestion two forms of policies the one for owners and the other for car operators to be used when the new automobile financial responsibility law of New York becomes operative Sept. 1. The department is likewise preparing a set of governing rates to be used in connection therewith and to that end has asked the companies to furnish it with their figures for 1929 due July 1. These will be gone over in conjunction with the experience of previous years. What it is hoped will be an acceptable rate schedule will then be put forth.

PLATE GLASS DIVISION CONSIDERS NEW PLAN

NEW YORK, July 17.—At a joint meeting of the governing committee and the rating committee of the plate glass division of the National Bureau of Casualty & Surety Underwriters the recommendations of the latter committee formulated at its gathering in Hartford July 10 were considered. These dealt largely with the ironing out of certain rate inequalities resulting from the recent rate reduction in flat car sizes of lights. The conclusion of the meeting was to leave the phrasing of the proposed revisions to L. A. Sawyer, the bureau's department manager, these having been agreed to in principle.

White Sulphur Convention Committees

Chairmen of the different committees to act during the annual convention of the International Association of Casualty & Surety Underwriters at White Sulphur Springs, W. Va., Oct. 1-3, have been selected as follows: Entertainment, W. A. Edgar, vice-president United States Fidelity & Guaranty; reception, A. Duncan Reid, president Globe Indemnity; registration, J. J. Meador, vice-president United States Casualty;

Casualty Companies Now Considering Separation Rule

(CONT'D FROM PRECEDING PAGE)

hold their business on the ground that these non-bureau stock companies do not write the compensation and other hazardous lines and, therefore, they are not entitled to the automobile business.

However, it is found that with the tremendous pressure for business, some of the newer companies writing all lines have entered agencies and are securing some of the business. There is great pressure being brought on agents from every side. Undoubtedly the bureau companies have lost considerable business. This had led to a number of executives debating in their minds the possibility of working out some separation plan whereby non-bureau companies could not be represented by the same agent thus following the course of the fire companies.

The companies that had been confining their operations very largely to the more important cities are now walking down the line to the smaller cities and towns and getting out into the rural communities. A number of companies now have field men that are "beating the brush." They are seeking agents in the villages of 500 inhabitants or so. The bulk of this country business is automobile. It is here that the non-bureau companies are strong especially the mutuals, reciprocals and the more aggressive specialty stock companies. Inducements of various kinds are being offered by companies to secure agents. Where excess commissions can not be paid some companies will resort to paying agents for claim service or resort to subterfuges of various kinds so that they will not be charged up with extra acquisition expense.

On every hand competition is strong. The old time companies are watching every turn. They are endeavoring to keep up their premiums. The National Bureau of Casualty & Surety Underwriters has become more militant. It will not allow a company to join the organization for one department and be non-bureau for others. It is shutting down on furnishing outsiders with information and rate manuals. Altogether it looks as if the organized companies intend to protect themselves far more efficiently than they have in the past.

Metropolitan Casualty Has Moved to Newark, N. J.

The home office of the Metropolitan Casualty, which has been at 55 Fifth avenue, New York, has now moved to 10 Park place, Newark, N. J., the home office building of the Firemen's of Newark, which owns the Metropolitan Casualty. Last Saturday the entire impedimenta of the Metropolitan Casualty was transported across the river to its new quarters. The Firemen's erected a new home office building in Newark which houses its great fleet of fire companies. The Metropolitan Casualty will thus be in close proximity to the fire management, where greater cooperation can be secured. The Firemen's also owns the Commercial Casualty, which has its home office not far from the Firemen's building.

golf, W. J. Falvey, vice-president Massachusetts Bonding; horseshoe pitching contest, C. Sewell Weech, assistant secretary New Amsterdam Casualty; women's auction bridge tournament, Mrs. E. A. St. John; women's golf tournament, Mrs. H. M. Lyon; transportation, C. W. Olson, Jr., Chicago; press, F. Robertson Jones, secretary International Association of Casualty & Surety Underwriters.

Seattle Reciprocal Quits; Deficit of \$212,000 Shown

ASSESSMENT OF 100 PERCENT

U. S. Inter-Insurance Association Specialized on Taxi and Bus Business—
Operated With N. W. Mutual

SALEM, ORE., July 17.—The United States Inter-Insurance Association of Seattle, in which 90 or more Oregon taxicab, auto freight and bus companies carry policies, has discontinued operations and has cancelled all business in force, according to letter received by Commissioner Lee from F. T. Houghton, assistant secretary of the reciprocal.

"After a careful survey of the situation and a review of the condition as shown by the examination made by the insurance department of Washington, it was estimated that the liabilities exceeded the ledger assets to the extent of approximately \$212,000," Mr. Houghton says.

In Operation Since 1923

The association was organized in 1923 and was licensed in Oregon in 1925. It has been writing policies in Idaho, Utah and British Columbia, and has been represented as attorney-in-fact by the Martin general agency of Seattle, associated with the Northwestern Mutual Fire of that city, which obtained control of it about a year ago.

Its annual statement Dec. 31, 1928, showed assets of \$188,200 and liabilities of \$186,690, leaving a surplus of only \$1,510. The liabilities listed included unpaid claims, \$37,893, and unearned premiums, \$141,688. The reserves were found inadequate by the Washington department.

Assessment of 100 Percent Levied

Members of the association in Oregon have been drawn largely from small public carriers. Cancellation of policies and bonds will leave them without protection. An assessment of 100 percent has been levied against all members in an effort to wipe out the \$212,000 deficiency and other assessments may be necessary before the affairs of the association can be closed.

Arbitrary and immediate cancellation is not permitted under the Washington and Oregon laws, so the association members will have 30 days from June 29 to obtain new policies.

The affairs of the association have been placed in the hands of the advisory board and executive committee. New officers have been elected to keep the association alive until its affairs can be liquidated.

PUBLIC INDEMNITY'S CHICAGO PERSONNEL

C. C. Blackwell, vice-president of the Public Indemnity in charge of the Chicago and western branch, announces the following appointments: N. H. Bretz, manager of the casualty department, he having been assistant superintendent of underwriting at the head office of the Zurich; Fred S. Rye, assistant manager under Mr. Bretz, who is a son of Vice-President Fred A. Rye of the Public Fire and Public Indemnity and having been special agent of the Constitution Indemnity in Chicago; F. R. MacGibbeny, accounting superintendent, coming from the Ocean Accident; J. H. Hartmann, superintendent of the fidelity and surety bond department, he being connected with the Royal Indemnity Chicago office; Walter Pollard of the Constitution Indemnity will act as state agent in the surety line.

The Associated Indemnity has been licensed in Arizona and New Mexico.

Great Toll of Death in Automobile Accidents

The first half of this year more than 12,000 persons were killed in automobile accidents in this country, which is practically the same toll as was exacted by motor vehicles during the first six months of last year, it is indicated by figures received by the Travelers from state directors of vital statistics and motor vehicle commissioners.

The history of annual motor vehicle accident toll shows that more persons have been killed the second half of the year than the first half due to the increased use of automobiles during the summer and fall months.

Anticipate 27,000 Deaths

Reports for the first six months indicate a trend in fatalities, which if continued, would result in approximately the same number of deaths this year as last, when 27,500 lives were taken in automobile accidents.

The tabulation, as received from various states for the first five months, is as follows:

State	Jan.	Feb.	March	April	May
Arizona...	6	...	...	...	...
Arkansas...	16	9	...	...	...
California...	178	184	167	145	...
Connecticut...	21	24	31	26	30
Delaware...	7	...	...	...	...

State	Jan.	Feb.	March	April	May
Dist. of Col.	...	...	...	...	...
Idaho...	8	4	9	9	9
Indiana...	None	2	1	9	2
Iowa...	69	35	64	70	75
Kansas...	22	12	11	13	...
Kentucky...	20	20	18	26	36
Maine...	21	15	13	...	...
Maryland...	4	6	3	3	...
Massachusetts...	31	20	33	...	...
Michigan...	55	27	49	50	43
Minnesota...	75	...	...	...	...
Mississippi...	18	15	18	16	31
Missouri...	22	9	9	17	...
Montana...	68	54	55	40	58
New Hampshire...	4	6	2	None	4
New Jersey...	3	5	4	2	7
New Mexico...	61	67	85	87	119
New York...	188	159	175	232	...
North Carolina...	50	35	35	52	50
Ohio...	132	139	139	...	...
Oregon...	12	4	12	12	...
Pennsylvania...	185	75	131	164	162
Rhode Island...	6	8	15	9	...
S. Carolina...	20	25	23	30	117
S. Dakota...	5	2	3	3	4
Tennessee...	27	19	30	30	...
Vermont...	3	2	None	2	5
Virginia...	16	19	18	36	30
Washington...	21	16	26	35	...
Wisconsin...	18	17	18	21	...
Total...	1,395	1,040	1,197	1,129	782
Montana—12 for first three months.					

Assessment Carriers Rush to Charter Under Old Law

There has been a rush of assessment and mutual organizers to receive charters from the Illinois department of trade and commerce before the old assessment and mutual company law expired July 1.

Four companies received their certificates during the last 10 days in June—the Teachers Casualty, which was certified July 1; the United Beavers Casualty of Peoria, an assessment accident and health association, certified June 24; the Imperial Accident Assurance Company of Chicago, certified June 24, and the Consumers Mutual Life of Chicago.

An act of the legislature recently made the 1893 law ineffective after July 1. The race to secure departmental approval before that date resulted from the fact that the amended law is stricter particularly regarding reserves.

Where previously assessment and mutual concerns could deduct amounts involved in accidental or disability benefits in figuring the \$1,000 maximum on one life which the law imposed, the new law, according to insurance men, requires that these benefits be included in the computation.

New Requirements for Motor Carriers

OKLAHOMA CITY, July 17.—Under the new law enacted by the Oklahoma legislature, just adjourned, which has to do with the control and operation of motor carriers over the highways of the state, all carriers must maintain compensation insurance on employees.

Bonds are also required, to be approved by the corporation commission, for personal injury or property damage. The law provides that "a copy of such policy or bond shall be filed with the corporation commission, and after judgment against the carrier for any damage, the injured party may maintain an action upon such policy or bond to recover the same and shall be a proper party so to do."

No sum of insurance is specified. This is left to the discretion of the commission on each individual case. In the old act the amounts were specified.

American Surety Enters Kentucky

The American Surety is entering Kentucky, with Lewis Y. Johnson of Louisville as general agent.

New Chicago Mutual Plans Conversion to Stock Basis

Conversion of the Mutual Professional, new casualty carrier of Chicago, which specializes on malpractice cover for beauty shop operators, to a stock basis is expected to be accomplished within the next six months.

William H. Ostrander, president, formerly was connected with stock casualty companies and he said this week that only the matter of meeting financial requirements of the Illinois department of trade and commerce remains to be done.

The Mutual Professional was licensed in Illinois Apr. 15, with John H. Burwell as secretary, Stephen Menes, part owner of the Bond House of Illinois, 360 North Michigan avenue, as treasurer, and James W. Keown and Dr. Thomas B. Elder, as the other directors. The concern is circularizing Chicago beauty shops on a large scale, getting out about 40,000 circulars a month. Merit rating basis is used by the Mutual Professional and attorneys certified by the Insurance Claim Association have been retained as legal representatives.

Mr. Burwell is an attorney from Minneapolis who specialized in malpractice cases. Mr. Ostrander spent about 10 years in insurance in Chicago, of which three were with the Hartford Accident & Indemnity as assistant superintendent of the casualty department.

Recently he organized the National Cosmetologist Protective Association, a service company for beauty shop operators, and these are now being insured in the Mutual under a \$5,000/\$10,000 contract.

Raise Wisconsin Speed Limit

MILWAUKEE, July 17.—The Maurer uniform traffic code has passed both houses of the Wisconsin legislature, has been sent to Gov. Kohler, where it is said that approval is a practical certainty.

The measure has a 45-mile speed provision in open country with limits for business and residential districts and for special situations. With the serious losses suffered in automobile accidents in Milwaukee during 1928, when there were 11,472 automobile accidents reported, with 4,281 persons injured, and 132 persons killed, casualty underwriters and safety experts have been cooperating in the promotion of the new code of traffic ethics.

Uphold Extra Assessments for Reciprocal Members

ORDERED BY MISSOURI COURT

St. Louis Circuit Judge Says Policyholders of Federal Auto Must Pay
Levy for Four Years

ST. LOUIS, July 17.—Circuit Judge Sale of St. Louis holds that the 18,000 Missourians who held policies in the defunct Federal Automobile Insurance Association, Indianapolis reciprocal, must pay extra assessments for 1924, 1925, 1926 and 1927 equal to the annual premiums for each of those years.

It was the most drastic court order affecting an insurance organization ever issued in Missouri and was made at the request of R. H. Abekan, Missouri receiver for the reciprocal. He acted under the original receivership proceedings now pending in the circuit court at Indianapolis, where a similar order was issued against 100,000 policyholders.

Further Assessments Possible

It is estimated that the Missourians will be forced to pay at least \$250,000 as their share of the \$1,200,000 deficit of the Federal Automobile and that the court costs alone will add another \$100,000. However, should the assessments for the years 1924, 1925, 1926 and 1927 prove insufficient to make up the company's losses and the cost of the receivership and liquidation, it is certain the solvent policyholders will be called upon for further assessments.

In issuing his order Judge Sale put in a reservation to the effect that policyholders would be permitted, if they desire, to present any legal defense they may have to the assessments. However, this is but a very thin straw, since the receiver pointed out to the court that under the contracts whereby the policies were issued the subscribers bound themselves to contribute to pay the reciprocal debts.

Attachments May Be Filed

While Receiver Abekan has not publicly outlined his plans for collecting the \$250,000 or more from the Missouri policyholders, it is probable that if necessity arises individual attachments will be filed with the recorder of deeds against the property holdings of the policyholders, which would bring home to St. Louisians and other Missouri owners of automobiles that they assume real responsibilities when they buy reciprocal insurance.

Federal Surety Makes King Its Agency Head

W. L. Taylor of the Federal Surety announces the appointment of Robert S. King of Detroit as superintendent of agents at the home office. Mr. King has been for the past five years resident manager of the Federal Surety's Michigan department. Prior to that time he was connected with the American Surety and at one time was with the National Surety.

Since the resignation of Oakley H. Beyer in 1924 there has been no one having the title of superintendent of agents at the home office. The work, however, has been handled by W. H. Stuart, assistant general manager. The expansion program has made it necessary for Mr. Stuart to give all of his time to executive matters. Mr. King will take over the agency matters heretofore handled by Mr. Stuart.

Mr. King will be succeeded in Detroit as resident manager by F. W. Alexander, who recently went to the company and has been acting manager of the Chicago office. Announcement of a successor to Mr. Alexander will be made later.

S. E. Larsen & Co. to Manage Texas for Lloyds Casualty

OLD CONNECTION UNCHANGED

Carrier Prospering Under Reorganization and Skilled Staff—Extending Operations Into Many States

NEW YORK, July 17.—A recent important field appointment by the Lloyds Casualty of this city is that of S. E. Larsen & Co. of Galveston as managers for Texas.

The agency will handle all lines issued by the company, and its office will be equipped with a complete engineering and claim service, enabling it to furnish local representatives and assureds with every facility for the thorough handling of business.

Larsen & Co. have been operating in the Lone Star State for several years, in the course of which time they have built up a fine field plant, and have earned the commendation of all with whom they have had dealings.

C. R. Burton & Co., of Dallas, who

have long represented the Lloyds Plate Glass (forerunner of the present Lloyds Casualty) will continue their association for the plate glass line as heretofore, though this type of business will also be written by the Larsen office.

Texas is a broad and constantly expanding field and offers a fine opportunity for the development of casualty lines, of which full advantage will be taken by representatives of the Lloyds Casualty.

With the greatly increased financial resources and the strong managerial staff secured to the Lloyds Casualty under its reorganization plan effected early in the present year, the company is going ahead at a rapid rate, and yet upon sound lines.

Strong Executive Staff

Its executives all are experienced underwriters who know the pitfalls as well as the safe pathways of the business, and carefully avoid the former.

It is now licensed under its amended charter in 31 states and has applications pending in all others of the Union. Favorable reports from each are expected within a short time. Present assets of the company are in excess of \$5,000,000, its capital \$2,000,000 and its net surplus is close to \$2,750,000.

Difficult to Tell the Proper Steps to Take

NATIONAL COUNCIL ISSUE UP

Number of Stock Company Executives Want to Pull Away Entirely From Mutuals

NEW YORK, July 17.—Undoubtedly casualty companies, especially the stock companies that are members of the National Council on Compensation Insurance are put to it to decide as to their future course in view of the constant irritation of having participating carriers in the same enterprise that are able oftentimes to block any action the stock companies desire to take although the former are in the minority. Many executives would be glad to see the stock companies pull out entirely from the National Council and have the National Bureau of Casualty & Surety Underwriters do all the rate making as it does in other casualty lines.

However, compensation rates are confronted with the political influence be-

cause in many states there is state regulation or control. Undoubtedly the National Council has done much along political lines to get rate adjustments approved. There has to be much finesse. It is no easy matter to convince the state authorities that this step or that is needed. Frequently diplomacy of the highest kind is required and whether the National Bureau could accomplish this entirely backed by stock companies is a question. It is this feature no doubt that is holding some of the stock offices back from breaking away entirely from the National Council.

Leslie a Harmonizer

General Manager William Leslie, who has resigned from the National Council to take his new position in San Francisco, was able to harmonize as far as possible the various elements comprising the organization. With him gone it will be a difficult matter to secure another man who can be a hub around which all will rotate.

Two Companies Plan to Cooperate in Big Cities

The purchase of the New York Casualty by the American Surety will result in branch offices of these companies being placed in close proximity in the large cities. For instance, in Chicago the field and underwriting departments of the New York Casualty will be moved to a section of the American Surety's Chicago branch office. H. B. Doten, however, continues as manager of the New York Casualty, and will conduct its affairs separately, so far as production work is concerned. J. L. Maehle is manager of the American Surety. The claim department of the American Surety will be moved to the present New York Casualty quarters in the Insurance Exchange, so that the claim work of both companies will be in the same quarters. Jacob Pfeiffer, middle district manager of the American Surety, will move his quarters from the American Surety office to the present office of the New York Casualty. In the realignment, the American Surety will underwrite all the surety, burglary and forgery business written by both companies. The New York Casualty will underwrite the remainder of the casualty lines.

Hoosier Increases Capital

The Hoosier Casualty of Indianapolis has filed new articles of incorporation increasing its capital to \$150,000, as authorized at the last session of the Indiana legislature, and also broadening its charter so as to write full coverage automobile insurance. Heretofore the Mid-West Insurance Company of Indianapolis, which is under the same ownership, has been carrying the automobile casualty coverages. That company also writes plate glass insurance. It is not the plan of the Hoosier Casualty to reinsure the present automobile casualty carried in the Mid-West, but it is probable that no more new business of that class will be placed with it, and it will hereafter write plate glass insurance only.

Bleachers Collapse, 114 Injured, No Insurance

FARGO, N. D., July 17.—No liability insurance was carried on the bleachers of the North Dakota state fair grounds at Fargo, which collapsed during the state fair last week, causing injuries to more than 114 people, according to association officers.

Investigation disclosed that the timbers in the bleachers that gave way had rotted on the inside, although they had every appearance of being safe, so far as the exterior was concerned.



Saturday

**Gutted by Fire—
yet open again**

Monday!

Saturday morning in the Home Offices—employees busy cleaning up the odds and ends of the week's work. And then a telegram from a Middle Western unit of the agency organization—

"OUR OFFICE TOTALLY DESTROYED BY FIRE. RUSH NEW POLICIES AND SUPPLIES."

An immediate bustle of activity in the Agency Department. Visions of the usual Saturday half-holiday gone glimmering, but never a growl, not a complaint. Only a speeding up as a smooth-working organization co-operates to meet the emergency call for service.

Supply orders pile up in the stock room. The entire force labor all Saturday afternoon—report again for duty Sunday morning. Finally the task is done. Shipment of full agency equipment is completed by Sunday afternoon.

The gutted agency is enabled to open for business as usual in temporary quarters on Monday morning.

An emergency call for service—but it found the Continental organization ready and willing to respond. Executives and employees of these Companies stand united and prepared at all times to aid their field representatives, even though self sacrifice and personal inconvenience is involved. There is the Continental conception of service—the service that builds an agency's business.

**CONTINENTAL CASUALTY COMPANY
CONTINENTAL ASSURANCE COMPANY
Chicago Illinois**



Modern Company Progress



*In the First Six Months of Operation in the Year
Nineteen Hundred and Twenty-nine*

WE MADE	35	MAJOR APPOINTMENTS
WE MADE	81	LOCAL APPOINTMENTS
WE ENTERED	28	STATES

**We Perfected Arrangements to Write Multiple Casualty
and Surety Lines**

**We Installed Complete Local Claim Facilities for Every
Major Appointment Made**

AND SO,

IF YOU ARE INTERESTED IN REPRESENTING A MULTIPLE LINE CASUALTY AND SURETY COMPANY, A COMPANY WHICH IS FINANCIALLY SUBSTANTIAL, ONE WITH AN EXPERIENCED HOME OFFICE PERSONNEL, SYMPATHETIC AND COOPERATIVE TO THE PROGRESS OF INDIVIDUAL AGENTS, A COMPANY THAT WILL GIVE COMPLETE CLAIM AND UNDERWRITING SERVICE—THEN

WRITE TO-DAY TO THE

Standard Surety & Casualty Company OF NEW YORK

80 John Street, New York, N. Y.

JOHN R. ENGLISH
Vice-President

FRANK G. MORRIS
President

CHARLES E. HEATH
Vice-President and Secretary

STANLEY MAYNARD
Manager of Agencies

CAPITAL \$1,000,000.00

SURPLUS \$1,600,027.13



**"We
will
replace
your
Plate Glass
this morning-**

**"Yes, two hour
service is not at
all unusual," Mr.
Jones; "We depend
upon the American
Glass Company,
the leading Chi-
cago company, to
carry out our
promise of prompt
Plate Glass Re-
placements and
they have never
failed us!"**

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GLASS CO.**

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*Call
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Assured Loses by Not Giving Prompt Notice

NO CAUSE OF ACTION SEEN

**Person Injured Had No Basis for a
Suit Under the Terms of
the Policy**

In *Peeler vs. United States Casualty*, supreme court of North Carolina, 148 S.E. 261, the defendant issued a liability policy to one Graham covering his automobile. Graham collided with the plaintiff and the latter secured a judgment against Graham for damages suffered.

Plaintiff brought action to enforce the judgment against defendant, insurer of Graham. Defendant charged that Graham had failed to comply with the provision of the policy requiring written notice of the accident. This, defendant contended voided the policy as to Graham, and also voided the policy as to plaintiff. Plaintiff filed suit and recovered judgment in the lower court.

Judgment Was Reversed

On appeal the higher court in reversing this judgment, said:

"The provision requiring written notice is a condition precedent to the assured's right to recover damages, although it contains no express forfeiture clause. . . . The reason for requiring such notice is obvious. It was to enable the defendant to investigate the facts and circumstances of the accident while they were fresh in mind, with the view of settling the loss in case it should be so advised, and, in case of a contest, to be prepared to defend the same as stimulated in the policy. . . .

Plaintiff Can Not Maintain Action

"It would be extravagant to hold that plaintiff in this action, who is not a party to the contract between the defendant and Graham, acquired rights under the policy which are superior to Graham's, and that the defendant is liable to him, although it is not liable to the party with whom the contract was made. One who seeks to take advantage of a contract made for his benefit—if in any view the contract of insurance can be construed as made for the plaintiff's benefit—must take it subject to all legal defenses, such as the nonperformance of conditions. . . .

"As the assured failed to comply with the contract, and as the plaintiff has no rights superior to those of the assured, the plaintiff can not maintain his action. The motion for nonsuit should have been allowed. The judgment must therefore be reversed. Reversed."

CHICAGOANS TAKE BOAT TRIP TO PANAMA ON VACATIONS

Several Chicago insurance men left that city last Saturday on the Panama Limited to board the "Atlantida," a Honduran passenger steamer, for a trip to Havana, Panama, Nicaragua and other South American points.

According to Timothy E. Dunne, manager of the fidelity and surety department of the Chicago branch of the Union Indemnity, and vice-president of the Chicago surety association, who was active in arranging the trip, all you have to do on board the "Atlantida" is to press a button and the steward will bring you what you want.

In addition to him there are present on the voyage Frank Leonard, Cook county manager of the Firemen's of Newark group; S. P. Armstrong, surety manager for Fred S. James & Co., and A. J. Waldron of John A. Funk & Co., insurance brokers on the south side, Chicago. Thomas Gordon, editor of the "Polish Daily News," Chicago, and Nora Gleason and Catherine Logan of the staff of "Liberty," Chicago, will accompany the party on their vacation.

Made Chairman



CHARLES W. OLSON, JR.

C. W. Olson, Jr., A-1239 Insurance Exchange, Chicago, is chairman of the transportation committee for the casualty convention to be held at White Sulphur Springs, Oct. 1-3. Mr. Olson's father was formerly the transportation chairman. Reduced rate certificates are being supplied so that the round trip rate is one and one-half times one way fare.

Not Carrying Adequate Cover

MADISON, WIS., July 17—Investigation by city officials reveal that taxicab and rent-a-car companies are operating in Madison without carrying adequate insurance as required by law. The Madison Railways Company may be required to obtain licenses and bonds to operate buses on special occasions and not on regular routes in competition with other carriers.

Lee Heads Baltimore Club

The board of governors of the Casualty & Surety Club of Baltimore elected the following officers for the ensuing year: O'Donnell Lee, Maryland Casualty, president; John D. Mahon, New Amsterdam Casualty, vice-president; F. H. Strickland, New Amsterdam Casualty, treasurer; W. E. Moore, United States Fidelity & Guaranty, secretary.

Seaboard Surety Dividend

The Seaboard Surety has declared its first dividend of 1 1/2 percent. It was organized at the close of 1927. It has recently entered a number of states. It is associated with the Yorkshire and the Seaboard Fire & Marine.

CAPABLE

**Great American
Indemnity Company
New York**

Casualty
Insurance

Fidelity and
Surety Bonds

WORKMEN'S COMPENSATION

STATE FUND LEAVES BUREAU

Claims California Rating Organization Is Completely Dominated by Stock Companies

SAN FRANCISCO, July 17.—The California state fund has withdrawn from membership in the California Inspection Rating Bureau. Frank J. Creede, manager of the state fund, who signed the letter, claims that the non-stock carriers have not been given a real voice in the management of the organization.

The letter of resignation, which will be acted on at a special meeting of the member companies of the bureau called for July 18, says in part:

"For some time we have been dissatisfied with the organization of the bureau. At the present time the control and management of the bureau is entirely in the hands of the stock carriers. By the simple expedient of calling a general bureau meeting, the stock carriers may at any time decide any question of importance, irrespective of the wishes of the other bureau members. This is contrary to the fundamental principle upon which the California Inspection Rating Bureau and similar organizations are organized. When the bureau was first organized, an attempt was made to maintain an equal balance between stock and non-stock carriers. However, even then the non-stock carriers were not allowed to choose their own committee members, as they were chosen by the majority vote of the bureau, which meant by the stock carriers in view of their large numerical majority."

Objects to Committee Selection

"Not satisfied with their right to name the non-stock members of the committee, the stock carriers elected a participating stock carrier to the important classification and rating committee as a non-stock representative. Of course, it was necessary for them to amend the bureau constitution before they did that, but with their numerical majority, this was a simple matter. It is beside the point to argue that a stock participating carrier should be classed with the non-stock carriers merely because it returns a portion of its profits to its policyholders. The fundamental difference between stock and non-stock carriers is that one group is operated and organized primarily for the benefit of its stockholders, while the other group is operated primarily for the benefit of its policyholders. In any event, as far as stock participating carriers are concerned, no matter what might be said to the contrary, it is our opinion that their interests lie entirely with the stock carriers."

The California Inspection Rating Bureau is a voluntary organization formed by the compensation writing companies shortly after the minimum compensation rate law became effective in 1915. W. A. Chowen, a former stock insurance man, has been manager of the bureau since its inception. He was at one time Pacific Coast manager of the Frankfort General, prior to which he held the same position with the Aetna Life.

Hold Employers for Not Insuring

PITTSBURGH, PA., July 17.—Charged with failure to carry workmen's compensation insurance, as required by a recently enacted Pennsylvania state law, 13 employers have been held for court trials. Among the defendants are a dozen restaurant keepers, an ice dealer and several proprietors of garages and small stores.

In making the informations within the past few days, State Secretary of Labor Peter Glick announced the launching of a statewide drive to compel recalcitrant employers to comply with the law. Edward F. Geffs, labor department

agent, who investigated the local cases and whose notices to the defendants were ignored, was threatened with bodily harm by some of the restaurant men.

Renew State Fund Referendum Plea

BOSTON, July 17.—Martin T. Joyce, legislative agent of the Massachusetts branch of the American Federation of Labor, has filed preliminary papers with the secretary of state to have placed on the state ballot in 1930 the question of establishment of a state fund for the handling of all workmen's compensation unless the legislature should pass a law to that effect in the interim. The measure has been submitted to the attorney general for approval as to form and legality as is required under the initiative and referendum act.

Form Self-Insurance Pool

SEATTLE, WASH., July 17.—Organization of the Stevedores Self-Insurance Pool for the purpose of furnishing Washington stevedore companies insurance under the federal harbor workers' compensation act, has been effected here with D. K. MacDonald, Seattle marine

insurance man, as trustee. A dozen of the largest stevedore companies in the state of Washington are members of the pool and an agreement has been entered

into with the International Reinsurance of Los Angeles, whereby the latter will pay all of the pool's individual losses in excess of 90 percent.

CHANGES IN CASUALTY FIELD

TRAVELERS' NEW MANAGERS

K. R. Webb Heads Omaha Branch Office, George A. Voth Takes Charge at Des Moines

Kenneth R. Webb has been appointed manager for casualty lines of the Travelers' branch office at Omaha. In taking up his duties in that city, Mr. Webb returns to the territory where he first began his service with the Travelers. Mr. Webb was manager at Denver before his appointment at Omaha.

George A. Voth, who was manager at Omaha prior to the appointment of Mr. Webb to that position, has been made manager at Des Moines. Mr. Voth has been with the company since 1924, first serving as a field assistant at Oklahoma City, where he was named assistant manager in February, 1928.

He remained in that capacity until his selection as manager at Omaha last December.

Hutchinson Is Camden Manager

O. C. Hutchinson has been appointed manager of the Travelers at Camden, N. J. He went with the company in May, 1924. He was formerly manager at Williamsport, Pa. He served as field assistant at Wheeling for two years.

Harris Succeeds Derden

Frank L. Harris has been appointed southwestern superintendent of agents for the Continental Casualty, with headquarters at Dallas. Mr. Harris has had charge of the southwestern states for the United States Casualty.

He succeeds J. Edgar Derden, who is now connected with S. E. Larsen & Co., general agents, at Galveston, Tex. Mr. Derden will have charge of casualty, as Larsen & Co. have been appointed Texas

Lloyds Casualty Company

(A NEW YORK CORPORATION)

CAPITAL \$2,000,000

SURPLUS \$2,600,000

formerly

Lloyds Plate Glass Insurance Company of New York

INCORPORATED 1882

ANNOUNCES

The Appointment of

S. E. Larsen & Company

American National Insurance Building

Rooms 522-524-526

GALVESTON

AS MANAGERS FOR ALL CASUALTY AND SURETY LINES
FOR THE STATE OF TEXAS

managers for Lloyds Casualty of New York.

MacDonald in the Field

Victor A. MacDonald, for nearly a year past assistant to Hugh Millard, superintendent of the fidelity and surety de-

partment in the Chicago branch office of the Century Indemnity, has been transferred to the agency division, and assigned to the development of the Michigan and northern Indiana territory. He will continue to be located in the Chicago branch office.

ACCIDENT AND HEALTH FIELD

TEACHERS CASUALTY LICENSED

Will Sell Accident and Health to Educators and Blanket Bond Business Without Agents

Formation of a new assessment accident and health company, the Teachers Casualty, with temporary offices in the Bankers building, Chicago, has been made known with issuance of a certificate of association by the Illinois department of trade and commerce.

J. W. Stamper, secretary of the Physicians Protective Casualty, another new carrier, was active in the organization. The officers are: President, Dr. William E. Washburn of Kewanee, Ill.; vice-president, Dr. M. T. Rogers of Moline, and Mr. Stamper, who is secretary, treasurer and general manager.

A board of 11 directors is being selected, on which are Drs. Rogers and Washburn, Dr. William A. Steele of Havana, Ill., Dr. Peters Weins of Peoria, Dr. Charles Atkinson, dental surgeon of Havana, Ill., Mr. Stamper and Oscar Serlin of Serlin & Rothman, insurance brokers.

The Teachers Casualty will specialize in selling a small accident and health contract direct by mail to teachers, and principally in the form of blanket bonds covering entire school boards. There will be no agents.

The contract calls for \$1,000 principal sum with \$100 a month from date of injury in case of accident and \$100 a

month for the first whole week and thereafter in case of sickness. Mr. Stamper announced that monthly indemnities will be paid for life on both confining sickness and accident benefit, so long as disability lasts, but a two month's limit covers non-confining sickness. The entire contract is reinsured with the Business Men's Assurance of Kansas City, Mr. Stamper said, the same carrier with which the Physicians Protective has a reinsurance treaty.

The rate for the policy is \$46 for the first year and \$36 every year thereafter.

Mr. Stamper has been in the Chicago insurance business about five years, formerly having been an insurance broker with Mr. Serlin. Before that he was in the advertising business and it is on this experience that he is basing the direct mail campaign of the two companies of which he is secretary.

PUTTING OUT UNUSUAL FORM

Imperial Casualty of Columbus Specializes in 20-Payment Premium Accident Policy

The Imperial Casualty of Columbus, O., which has just started business, is specializing on an unusual form of accident policy, a 20-premium payment accident form. The policy contains provisions for cash surrender values and extended insurance and becomes fully paid up at the end of 20 years. For \$5,000 principal sum and \$25 weekly in-

demnity, the annual premium is \$27.50. A premium reserve of \$9 is set aside from the second annual premium and each one thereafter. The surrender value of the policy is to be the premium reserve, less any indebtedness to the company. At the request of the insured, premiums may be charged to the premium loan against the premium reserve, with interest at 6 percent, provided the surrender value is sufficient to cover the loan. On default in payment of premiums, the insurance will be extended automatically as nonparticipating term insurance for a certain time from date of default as the premium reserve will provide. Participating paid up insurance for such amount as the premium reserve will provide may be obtained in lieu of automatic extended insurance. In case of death from any cause while the policy is in force, the company will pay to the beneficiary the premium reserve for the year in which death occurs.

At the end of 20 years, the insured has three options: (1) The then premium reserve of the policy in cash; (2) its equivalent in 8 percent guarantee fund certificates of the company, or (3) its equivalent in paid-up participating insurance.

The accident coverage provided is of practically the standard form, without frills.

Edward A. Schamps, president of the company, was one of the original stockholders of the Ohio National Life and is one of the directors of the American Citizens Life of Columbus. H. P. Angell, secretary of the Imperial Casualty, also was formerly connected with that company.

AMERICAN BANKERS TO DEDICATE BUILDING

The American Bankers of Chicago with executive offices in Jacksonville, Ill., will dedicate its new building in Chicago at a convention to be held in

that city, Dec. 19-21. The building is a 12-story modern office building at Cass and Ohio streets on the north side. Attendance at the convention will depend on amount of business produced. Frederick H. Rowe has served as president since 22 years ago. The American Bankers is the result of the combination of the American Bankers and the Cloverleaf Casualty.

UNITED OF CHICAGO TO INCREASE ITS CAPITAL

The United Insurance Company of Chicago, which writes legal reserve life insurance, will hold a stockholders' meeting Aug. 10 to vote on the proposition of increasing the capital from \$100,000 to \$200,000. The par value of the stock is \$25 a share. The same management controls the United States Mutual which writes health and accident insurance and has made a great success. When the United has its \$200,000 capital it can write accident and health insurance as well as life.

NATIONAL L. & A. ANNOUNCES MANY MANAGERIAL CHANGES

Several managerial changes are announced by the National Life & Accident. Manager J. A. Beatty, formerly of the Springfield, Mo., district, has taken charge of Indianapolis No. 1. E. C. Klingholz, who for many years has been in charge of that district, is on an extended leave of absence. Manager E. C. Staples, formerly of Kansas City, Mo., is transferred to New Orleans No. 2 as manager, succeeding H. F. Austin, who is on an extended leave of absence on account of his health. E. O. Morris, formerly of Topeka, succeeds Mr. Staples in Kansas City. Superintendent T. M. Weisinger of Beaumont, Tex., becomes manager at Topeka, and Superintendent L. H. Hutcherson of Topeka succeeds Mr. Beatty at Springfield. Special Agent J. D. Rutledge, who

The AMERICAN GUARANTY COMPANY

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All Forms of Casualty Insurance
at Independent Rates
Including

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BOTH 50-50 and STANDARD

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FULL COVERAGE
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Desirable Territory Available
Address Agency Dept.
Columbus, Ohio

SMITH-LAWSON-COAMBS CO.
General Agents for Chicago Area
1030 INSURANCE EXCHANGE
CHICAGO, ILL.

has been on Southern Manager G. C. Lynch's staff for some months, has been promoted to manager at Jackson, Tenn., and Superintendent C. E. Weatherly of Atlanta No. 1 has been made manager of the newly created district at Rome, Ga.

C. A. Jarratt of Corpus Christi, Tex., B. Kohn of Philadelphia No. 2, H. N. Keifer of Gary, Ind., and L. J. Dunn of Oklahoma City have been advanced to superintendencies in their respective districts. Joe Dickerson of Beaumont has been promoted to superintendent and placed in charge of a staff in the Bryan, Tex., district.

BANKERS NATIONAL WILL WRITE ACCIDENT

The Bankers National Life of Kansas City is opening a health and accident department in charge of William McCallum, who has had a number of years' experience in that branch. Mr. McCallum has been connected with the Bankers National Life in its agency department and is well qualified to take charge of this new work. All lines of commercial accident and health insurance will be written. Policies of a limited nature will be issued on a reasonable premium basis.

Will Reach Million Mark

The Washington Fidelity National of Chicago expects this year to increase its business so that its premium income on the combined lines will be about \$1,000,000.

Petition for Approval of Form

Petition has been filed with Commissioner Dan V. Boney of North Carolina by five carriers asking that the department approve accident and health policies providing for payment of benefit only in case the assured is prevented from performing the duties of "any" occupation, rather than the duties of "his" occupation. The companies involved are the American Casualty of Pennsylvania, Benefit Association of Railway Employees, Illinois, Central Casualty of Ohio, Federal Life and Washington Fidelity National, both of Chicago. Approval of health and accident policy forms incorporating the phraseology asked for previously was denied by the department. The petitioners declared that policyholders would quickly grasp the opportunity to draw indemnity if they were permitted to receive payment while temporarily engaged in another occupation than their own.

Gets Out New Policy

The Washington Fidelity National has gotten out a new policy called the "bankers' special policy." It is a low cost policy, giving double accidental death benefit and total permanent disability benefits. For instance, at age 25 on a \$1,000 policy the life insurance premium will be \$11.14, the double indemnity \$1.50, the total and permanent disability \$2.43 or a total cost of \$15.07. The policy term is 39 years, the expectation of life at age 25. At any time before the policy expires the holder may convert it to any ordinary policy.

Will Meet at Atlantic City

The annual meeting of the International Federation of Commercial Travelers Insurance organization will be held at Atlantic City, Aug. 26-28. Ira F. Libby of the Commercial Travelers Eastern Accident of Boston, secretary of the federation, is arranging the program for the meeting.

Has New Home Office Agency

BOSTON, July 17.—The Massachusetts Accident, through President Chester W. McNeill, announces the appointment of the newly organized Cooledge & Arms Company as the home office general agency of the company, with offices at 161 Devonshire street, Boston, and with supervision over the agency force of the company for Massachusetts, exclusive of the ordinary department. The agency will put the company into closer touch with its producing force.

The organization of the Cooledge & Arms Company was brought about largely by President McNeill. Charles A. Arms,

who has had experience as assistant manager of a life company for some years, is president of the new corporation. Walter S. Cooledge, treasurer, and Walter S. Cooledge, Jr., clerk and director, are members of the brokerage firm of W. S. Cooledge & Co. of Boston.

Would Dispel Summer Slump

ATLANTA, July 17.—To disprove the generally accepted theory that the summer months are dull business months, the Bankers Health & Life is conducting a special contest for new business in July.

"We expect," says Peyton W. Jones, secretary-treasurer, "to prove that the summer can be made just as productive as any other season if our men will work and our company's advantages are properly set before the public through newspaper advertising. We expect to see some startling results before the contest closes."

Bourret Made Tulsa Manager

Field Superintendent B. Bourret of Kansas City has been promoted by the Washington Fidelity National to be manager of the Tulsa, Okla., district.

Curtis With Metropolitan

Finnegan & Jeffery of Chicago, managers of the Metropolitan Casualty, announce that Lloyd Curtis will take charge of accident and health production in their office. He has been in sales work of various kinds. B. F. Amato, who has been in charge of accident and health underwriting, will continue for the present in that department so that Mr. Curtis can give his time entirely to production.

Has Moved to Indianapolis

The American Underwriters Health & Accident, with executive offices in the Occidental building at Indianapolis, is the same company that had its home office in Peoria, Ill. The company is levying an assessment owing to the heavy claims. The actual head office is at Springfield, Ill. It is understood that Grover C. Lippard, former secretary, has sold his interests to Earl M. Henderson, who is now the main factor in the company.

The Lincoln Mutual Casualty is also being organized to write accident and health insurance, under the same management as the American Underwriters. Robert Shingler, who represents a number of fire mutuals in Indianapolis, is associated with Mr. Anderson in the management of the two companies.

Accident Notes

The California department has approved plans for the merger of the Sierra Nevada Life & Casualty of Oakland with the Mountain States Life of Hollywood.

The northern California agency of the Pioneer Casualty, under the management of Mike O'Sullivan, wrote \$32,973 in premium last month. Wade H. Zoellin was the leading producer in June. This month the agency has \$42,000 in premiums as its goal.

Casualty Notes

The Public Indemnity has been licensed in Illinois, Michigan and Minnesota.

The Federal Surety has been licensed in New Jersey. It is being entered in all the eastern and New England states.

The Equitable Casualty & Surety has appointed the Federal Insurance Service Company as general agent at Akron, O.

M. D. Shepherd, formerly a local agent at Carbondale, Pa., becomes special agent of the Aetna Casualty at Buffalo.

The Detroit branch of the Employers group announces the resignation of H. G. Patterson, who has been a special agent operating out of the Detroit office for several years.

A bill proposing a financial responsibility law to govern motorists, similar to that recently adopted in New York and New Jersey, is before Congress for application in the District of Columbia.

T. C. McLaughlin, manager of the casualty department of the Travelers branch office at Milwaukee, has announced the appointment of Jerome C. Daly as field assistant, assigned to the Milwaukee office. Mr. Daly graduated from Marquette University, Milwaukee, in June.

Up to Date
Policy Forms

Front Page
Schedules

7 Coverage
all-in-one
Automobile Policy

Plate Glass
Full Coverage and 50-50

Residence Burglary

Mercantile
Safe Burglary

\$3.00 Auto
Accident Policy

Manufacturers
Liability

Elevator Liability

Minimum Endorsements

Golfers Liability

Contingent Liability

Teams Liability
and Other Miscellaneous
Liability Lines

Sports Liability



Edward T. Harrison, President

DALLAS
TEXAS

Contractors' Liability

Owners, Landlords
and Tenants Liability

Modernization Is Simplification—

A demand answered by the Universal Casualty Company with its simplified, understandable policy forms, the practical elimination of endorsements, and the outstanding innovation

FRONT PAGE SCHEDULES presented clearly, understandably, simply. The price tag and the contents on the outside of the package—the policy label where the purchaser can SEE it and UNDERSTAND it.

"Clearly this is not just another Casualty Company" will be your feeling if you will give us 10 minutes to tell you the story of this modern day company.

FIDELITY AND SURETY NEWS

TOWNER BUREAU IS CRITICISED

New York Department Orders Removal of "Discriminatory" Rates on Carriers' Qualifying Bonds

Demand has been made on the Towner Rating Bureau by the New York department to remove the rate discrimination found by the department to exist in the bureau's system of rating carriers' qualifying bonds required under New York laws for companies of other states engaged in compensation business in New York.

According to Superintendent Conway, the rate which was promulgated by the bureau was not based upon the degree of hazard to which surety companies are exposed and the rating method was said to produce unfair discrimination between risks of essentially the same hazard.

The bonds are required under chapter 305 of the state law and guarantee that compensation due injured employees of New York from carriers of other states will be paid when due. The bonds usually are written for about one-fourth of the outstanding claim reserve. The department declared that the bureau based the premium upon compensation premiums instead of upon outstanding claim reserve.

The department argued that a company which had transacted a large compensation business previously and then reduced writing would pay a small premium with a guaranty of liability running into the millions. An illustration given by the department was that a company writing \$3,021,000 compensation premiums with loss reserve of \$2,339,000 was charged a premium of \$7,553, as compared with the premium of \$9,301 which was charged another

company writing \$3,720,000 in premiums and with a loss reserve of \$5,019,000, or more than double that of the other company.

Bank Payments Await Probe

LINCOLN, NEB., July 17.—The state banking department has ruled that none of the persons who made deposits in failed state banks while they were being operated as going concerns will be paid their claims until the investigation now in progress of the management of these banks is completed. The last legislature appropriated \$260,000 for this purpose, the state assuming liability because it was in charge of the banks when the money was deposited. This also takes care of the sums put in by persons who were already depositors. The department rules that complete audit is the only method by which the amount due can be ascertained and that when the proper certification is made by the auditor in charge the money will be paid without the necessity of any claim being filed.

Sheriff's Bond Case Reversed

LANSING, MICH., July 17.—The Michigan supreme court has reversed a judgment in favor of Bay county in an action brought against the former sheriff of that county and the Aetna Casualty and Michigan Surety, which furnished his bond.

Suit was brought to collect from the sheriff the amount in excess of the county's rate for the board of prisoners paid to him by the federal government for the keep of United States prisoners. The federal government, it appears, paid the sheriff 75 cents a day for boarding prisoners kept temporarily in the Bay county jail. The county rate was 15 cents a meal. It was contended that the sheriff owed the difference to the county and the lower court so held in a directed verdict.

The supreme court, however, pointed out that an act of congress made local

officers caring for federal prisoners United States jailers and as such able to contract with the federal government in a private rather than an official capacity. Therefore the Bay county sheriff was entitled to make any contract he could with the government.

Sue Three Companies on Bond

BOSTON, July 17.—Suit has been entered in Boston by the Liberty Trust Company, as trustee, against the Maryland Casualty, Hartford Accident & Indemnity and Metropolitan Casualty, on a surety bond of \$300,000.

The suit is brought by the Liberty Trust under a mortgage indenture of the trustees of the Washington Centrust dated June 1, 1925. It is averred by the plaintiff that on the 15-year 7 per cent convertible bonds, maturing June 1, 1940, issued in the principal amount of \$796,500 covered by the indenture, there was a default Dec. 1, 1927, of interest in the amount of \$27,877, a failure to pay \$3,922 into the sinking fund, a failure to erect by Jan. 1, 1927, the office and mercantile building in Washington, D. C., as planned and that \$235,000 in mechanics' liens have piled up.

Let Big Nebraska Road Contracts

LINCOLN, NEB., July 17.—Bonding company men were on hand full force when the state let contracts for \$2,500,000 of state highway construction. More than 100 bidders participated in the lettings. This makes the total to date for this year \$4,000,000. Two other lettings that will probably increase the total to close to \$10,000,000 are slated for the last half of the year. Last year Nebraska expended \$16,000,000 on its highways, of which nearly \$4,000,000 was contributed by the federal government, and equal amounts by the state and the counties, while the other \$4,000,000 was spent for maintenance by counties and the state.

Made Surety Superintendent

A. H. Graham, special agent in the bond department of the Aetna Casualty at Richmond, Va., has been made superintendent.

Insurance Counsel Will Meet at Hot Springs, Va.

The International Association of Insurance Counsel, composed of insurance attorneys in cities over the United States and Canada, will hold its annual convention at Hot Springs, Va., Sept. 11-12. The International Claim Association will also be in session there the same week.

Among the speakers will be Terrence F. Cunnec, manager of the insurance department of the United States Chamber of Commerce, who will speak on "Objects and Purposes of the United States Chamber;" William Marshall Bullitt of Louisville, who will talk on a famous homicide case, showing lantern slides; John M. Slaton of Atlanta, on "Autopsies and Cremations;" George W. Yancey of Birmingham, whose subject has not yet been decided upon, and Wayne Ely of St. Louis, who will talk on "Insurance Statutes As They Pertain to Penalties."

Edwin A. Jones, vice president and general solicitor of the Fidelity & Casualty, is president of the association and John A. Millener, general counsel of the Columbian Protective, Binghamton, N. Y., is secretary. Mr. Millener will discuss a paper relative to the feasibility and practicability of using "talkies" in recording the trial of a case and to use the record in appellate courts.

C. M. Berger Dies

C. M. Berger, United States manager of the London Guarantee & Accident, died Wednesday. He had been ill for some time.

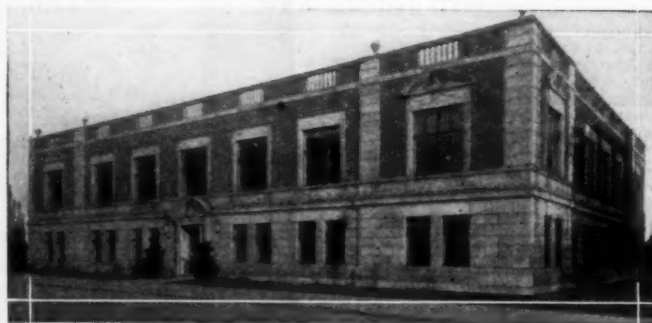
The Capital City Surety of New York has appointed A. Alfred Meyerhoff as metropolitan general agent. He acts also as branch manager for the Empire and the Ajax Fire.

Assets

\$3,212,145.56

Surplus to Policyholders

\$750,293.70



HOME OFFICE BUILDING :: HAMILTON, OHIO

THE OHIO CASUALTY INSURANCE COMPANY

HAMILTON, OHIO

FULL COVER AUTOMOBILE — ACCIDENT — LIABILITY — PLATE-GLASS—BURGLARY—FIDELITY AND SURETY BONDS

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REINSURANCE OF FIRE AND ALLIED LINES

Pro Rata or Excess

"We appreciate the attitude of the Inter-Ocean in every matter that has come up so far. We find that you are a delightful company to do business with." (From a letter recently received from a southern fire insurance company.)

RICHARD LORD, President

ROY E. CURRAY, Sec'y

KARL P. BLAISE, Asst. Sec'y.

AMERICAN INDEMNITY COMPANY GALVESTON

COMPLETE
—AUTOMOBILE PROTECTION
FIDELITY
AND
SURETY BONDS

C. S. KUHN,
Secretary

Whatever any other
companies do for their
Agents within the
bounds of sound, ethi-
cal business and good
underwriting prac-
tices, we will do.

SAFETY
SATISFACTION
SERVICE

Desirable
General Agency
Contracts
available in
unallotted territory

AMERICAN FIRE & MARINE INSURANCE COMPANY

GALVESTON
FIRE ~ WINDSTORM
AUTOMOBILE INSURANCE
E. C. FRENCH, Vice President

REINSURANCE

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Company of New York

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AUTOMOBILE	PUBLIC	BURGLARY	ACCIDENT
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PROP. DAMAGE	TEAMS	PLATE GLASS	WORKMEN'S
COLLISION	ELEVATOR	STEAM BOILER	COMPENSATION

General Accident



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**GENERAL BUILDING - 4TH & WALNUT STS.
PHILADELPHIA**

**Full Coverage
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At
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PLANKINGTON BUILDING MILWAUKEE, WIS.**

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\$200,000.00**

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All Lines but Stressing Excess Fire Reinsurance General Classifications

CASUALTY PERSONALS

J. Carroll French, president of the New York Casualty, left Wednesday on his annual trip to the Pacific Coast, planning to be away until Sept. 1.

Harold A. McKay, who has been appointed agency assistant of the Travelers, will take up his new work Sept. 1. He is now manager at Rochester. He has been with the Travelers 10 years. He was formerly counterman at Syracuse and then served in a similar capacity at Minneapolis. He was appointed assistant manager there and then made manager in St. Paul. In 1927 he was made manager in Montreal and in 1928 was transferred to Rochester.

E. E. Robinson, manager of the automobile department of the National Bureau of Casualty & Surety Underwriters, and Miss Helen Koch, daughter of Mr. and Mrs. Louis Koch, were married July 11 at the home of the bride's parents, 2075 Grand Concourse, Bronx. Following the ceremony and reception the couple left on a tour of the Adirondacks. On their return they will make their home in Glen Rock, N. J.

Charles E. Sprague and **Burritt A. Hunt** have been receiving congratulations and tokens of esteem from their friends and associates who noted July 11 as the 25th anniversary of both men with the Aetna Life. Both are assistant secretaries of the accident and liability department.

A. J. Alwin, secretary-treasurer of the Minnesota Commercial Men's, is on a vacation trip to Europe, having sailed from Montreal, July 11. He will spend some time in London and expects to be in Berlin until about Aug. 1.

C. S. Weech, assistant secretary of the New Amsterdam Casualty, is on a trip to the midwest and southern agencies of the company. He will return to Baltimore about Aug. 1.

A. W. Collins of Chicago, United States manager of the Zurich, will leave Aug. 10 for a trip abroad. Mrs. Collins is on the other side and will return with him.

William Leslie, who resigned as general manager of the National Council on Compensation Insurance to become executive vice-president of the Associated Indemnity of San Francisco, was in Chicago Sunday en route to the Pacific Coast to take his new position.

S. H. Storey, appointed resident vice-president and general manager of the newly opened branch office at Greensboro, N. C., of the Consolidated Indemnity, is unusually well equipped for the position. His connection with the surety business began in 1923 when he entered

the fraud bond department of the National Surety, becoming branch manager for the company at Greensboro four years later.

Victor Denning, for a number of years past in charge of the school of instruction at the head office of the Maryland Casualty, has joined the staff of the New York Casualty in the same capacity.

SURETY & CASUALTY SPECIAL AGENT

Wanted to travel under supervision Texas branch office large and well established Company. Underwriting experience desirable qualification but not absolute requirement. Address **M-83**, care The National Underwriter.

POSITION WANTED

Young man with six years experience handling casualty and fire insurance for large Corporation desires position where experience will be useful. Familiar with underwriting, inspections, losses, claims, audits and accounting. Address **M-96**, care The National Underwriter.

CIVIL ENGINEER—NAVAL AVIATOR

Graduate Civil engineer with six years field experience desires connection as inspector for casualty company. Is especially equipped to handle inspections of contractors' equipment and aviation lines. Willing to locate anywhere. Single, can furnish references. Write **E. S. Ryan**, 312 N. Central Ave., Chicago, Ill.

SPECIAL AGENT WANTED

Experienced casualty and surety special agent wanted to travel in Michigan by large multiple line stock company. Give details of experience and salary expected. Address **M-97**, care The National Underwriter.

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**Great American
Indemnity Company
New York**

Casualty
Insurance

Fidelity and
Surety Bonds

Indiana Insurance Company

A STOCK COMPANY CHARTERED IN 1851

DESIRES AGENCY CONNECTIONS IN CITIES AND TOWNS IN INDIANA

Writing **AUTOMOBILE—All Lines in One Policy**
PLATE GLASS—50-50 Policy if Desired
FIRE AND WINDSTORM—Combined Policy; Equal or Unequal Amounts

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COOLING-GRUMME-MUMFORD CO.
American Central Life Bldg.—Indianapolis
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Special Agents:

ERNEST NEWHOUSE
LA RUE BYRON
EMERSON NEWHOUSE

EMPLOYERS REINSURANCE CORPORATION

E. G. TRIMBLE, President
HOWARD FLAGG, Vice-President

CASUALTY REINSURANCE AND EXCESS
EXCLUSIVELY

Automatic Treaties covering Compensation, General Liability,
Accident and Health, Fidelity and Surety and Burglary. Facul-
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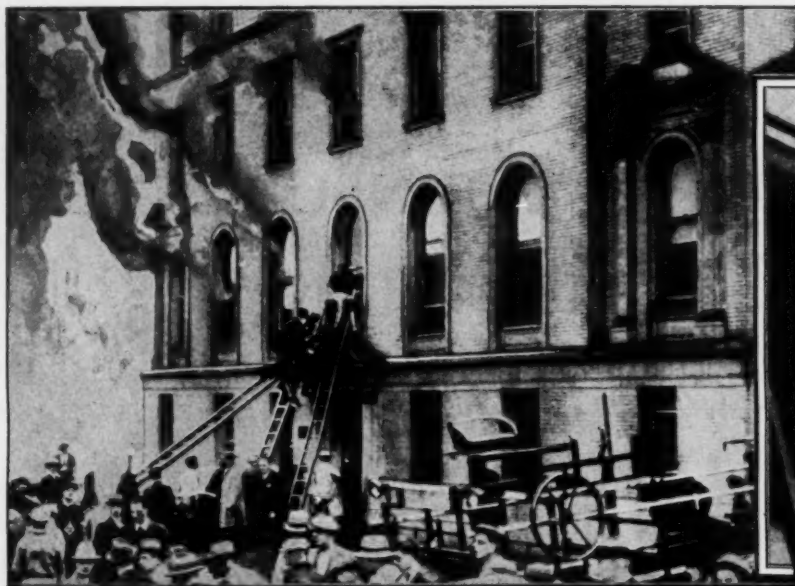
Our many years of experience as Reinsurer and our conse-
quent intimate knowledge of the requirements of casualty com-
panies, enable us to build our treaties to fit our Reinsured—to
provide a flexible service which we believe is unexcelled in our
peculiar field.

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INSURANCE BUILDING

CHICAGO
166 WEST JACKSON

NEW YORK
85 JOHN STREET

CAPITAL	One and a Half Million
SURPLUS	Two and a Quarter Million
ASSETS	Six and a Half Million



This building was "fire-proof." The material damage was negligible. But 125 persons lost their lives.



Should you be silent now?

BURNING film was the cause of the Cleveland disaster. Gases drove the hand extinguisher fighters away. No gas, no flames, ever has or ever will drive away automatic sprinklers.

Such terrible catastrophes *will* continue to take their toll of lives and property. Unless *you* act!

A local agent writes:

"There is a moral duty inherent in citizenship quite distinct from our jobs as insurance agents. And what an opportunity is open to progressive, civic-minded agents to be the first to recommend sprinklers, particularly in public buildings and institutions such as hospitals, schools, asylums."

"It was especially interesting and instructive to me to note that many Fire Chiefs and Hospital Superintendents, including those in New York City, stated officially that sprinkler installation was a primary precaution in their local institutions."

"I was reminded of the note in human service struck by the Rotary Club of Huntsville, Ala. On the initiative of a local agent the Club voted that the greatest thing it could give to the local infirm was 'real safety to life.'"

"We've given the occupants all but the greatest thing—security of life," said the Club chairman. "I now propose that our gift be an automatic sprinkler system, so their lives will be completely safeguarded against fire."

"The duty is that of every citizen, but the opportunity is especially that of the insurance agent."

Be the first to recommend sprinklers. Then show the owner how he can invest the savings in premiums by taking out other lines . . . Use and Occupancy . . . Plate Glass . . . Windstorm . . . Machinery Breakage . . . Steam Boiler . . .

The agent who is *first* to tell the owner what sprinklers will do for him, and how easy it is to acquire and install them on the Grinnell pay-by-premium-saving plan, will hold the line . . . **OR TAKE IT AWAY!**

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Please send, free, "The Local Agent and Automatic Sprinklers"—and Roger W. Babson's letter that analyzes the advantages of the Grinnell Sprinkler Finance Plan.

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